THE INDUSTRIAL ARTS INDEX

1937

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THE
INDUSTRIAL ARTS INDEX

TWENTY-FIFTH ANNUAL VOLUME

1937

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY
MARION E. POTTER, LOUISE D. TEICH,
LEONE BAKER, ADELINE MACRUM

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1938

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PREFACE

The Industrial Arts Index completes its twenty-fifth year of publication with the present annual volume. In it are included the monthly numbers of the Index from December, 1936, thru November, 1937. The indexing of three additional periodicals began with this volume; *Metals and Alloys, Commerce Reports,* and *Consumers' Research Bulletin* (*General Series*). In addition to the indexing of periodicals, there are included also 2805 book titles and many pamphlets, government and college bulletins, and bibliographies.

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List of Periodicals Indexed

Adv & Sell—Advertising and Selling. $3; single numbers 15c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York
Includes Advertising Arts beginning July 18, 1935
Changed to monthly beginning January, 1938

Adv Arts—Advertising Arts. See Adv & Sell

Aero Digest—Aero Digest. $3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York
Absorbed Aviation Engineering beginning July, 1933

Air Commerce Bul—Air Commerce Bulletin. m U. S. Department of Commerce, Bureau of Air Commerce, Washington, D.C.
Monthly beginning July 15, 1933

Am Arch—American Architect and Architecture. $3; single numbers $1. m Hearst Magazines, Inc, 572 Madison Av, New York
Combined with Architecture, June 1936

Am Assn of Textile Chemists and Colorists. Proceedings. Published in American Dyestuff Reporter

Am Bankers Assn J. See Banking

Am Bld—American Builder and Building Age. $2; single numbers 25c. m Simmons-Boardman Pub. Co, 30 Church St, New York

Am Business—American Business combined with System. $3; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago
Indexing began August 1935 when it was combined with System

Am Cer Soc Bul—Bulletin of the American Ceramic Society. $1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio

Am Cer Soc J—Journal of the American Ceramic Society. $15; single numbers $1.50. m American Ceramic Society, 2525 N High St, Columbus, Ohio

Am Chem Soc J—Journal of the American Chemical Society. $8.50. m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

Am Concrete Inst J—Journal of the American Concrete Institute. $7.50; single numbers $1.50. bi-m (except Jl-Ag) American Concrete Institute, 7400 Second Blvd, Detroit, Mich.
Began publication as v 1 (Proceedings, v 26) November, 1929

Am Dyestuff Rep—American Dyestuff Reporter. $5; single numbers 50c. bi-w Howes Pub. Co, Inc, 440 4th Av, New York
Includes Proceedings of American association of textile chemists and colorists

Am Gas Assn—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York

Am Gas Assn Mo—American Gas Association Monthly. $3. m (bi-m Jl-Ag) American Gas Assn, 420 Lexington Av, New York

Am Gas J—American Gas Journal. $2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York

Am Inst Chem Eng Trans—American Institute of Chemical Engineers. Transactions. $10; single numbers $3. q American Institute of Chemical Engineers, 29 W 39th St, New York

Am Inst E E J. See Elec Eng

Am Inst of Mining and Metallurgical Engineers. See Min & Met

Am J Sci—American Journal of Science. $6; single numbers 60c. m American Journal of Science, New Haven, Conn.

Am Mach—American Machinist. $3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Am Pet Inst Proc—American Petroleum Institute Proceedings. 50 W 50th St, New York

Am Soc C E Proc—Proceedings of the American Society of Civil Engineers. $8; single numbers $1. m (except Jl and Ag) American Society of Civil Engineers, 33 W 39th St, New York

Am Soc for Metals Trans—Transactions of the American Society for Metals. $5; single numbers $2. q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio
Formerly Transactions of American Society for Steel Treating
Changed to quarterly beginning December, 1934

Am Soc Heat & V E J. See Heating-Piping

Am Soc M E J. See Mech Eng

Am Soc Steel Tr Trans. See Am Soc for Metals Trans

Am Soc T M Proc—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia

Am Statis Assn J—Journal of the American Statistical Association. $6; single numbers $1.50. q American Statistical Association, 722 Woodward Bldg, Washington, D.C.

Am Water Works Assn J—Journal of the American Water Works Association. $7; single numbers 75c, to members 50c. m American Water Works Assn, 29 W 39th St, New York

Angew Chemie—Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H, Corneliusstr. 3, Berlin W 35, Germany

Ann Am Acad—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia

Annalist—The Annalist. $7; single numbers 20c. w New York Times Co, Times Square, New York

Arch Forum—Architectural Forum. $4; single numbers $1. m Time, Inc, 330 E 22d St, Chicago

Arch Rec—Architectural Record. $3; single numbers $1. m F. W. Dodge Corp, 115 W 40th St, New York

Architecture. See Am Arch

Assn of Sp Lib & Inf Bur Proc—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 31 Museum St, London, W.C. 1

Automobile Eng—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1
Extra motor show review number published in November

Automotive Ind—Automotive Industries. $1; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia

Aviation—Aviation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

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Publications of societies, institutions, etc. are listed under the names of the organizations.

Bankers M—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York

Bankers Mo. See Rand McNally Bankers Mo

Banking—Banking; Journal of the American Bankers Association. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York
Formerly American Bankers Association Journal

Barron's—Barron's. $10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York

Bell System Tech J—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York

Blast F & Steel Pl—Blast Furnace and Steel Plant. $2; single numbers 50c. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa.

Boston Soc C E J—Journal of the Boston Society of Civil Engineers. $4; single numbers $1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston
Changed to quarterly January, 1934

Brick & Clay Rec—Brick and Clay Record. $5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago

Bul of Bibliography—Bulletin of Bibliography and Dramatic Index. $3; single numbers $1. 3 issues a year F. W. Faxon Co, 83 Francis St, Boston

Burroughs Clearing House—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich.

Bus Transportation—Bus Transportation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Business Week—Business Week. $5; single numbers 20c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Can Chem & Met—Canadian Chemistry and Metallurgy. $4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago

Can Eng—The Canadian Engineer. $3; single numbers 10c; $4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2

Can Min J—Canadian Mining Journal. $3. m National Business Publications, Ltd, Gardenvale, Que.

Chase Econ Bul—Chase Economic Bulletin. irr Chase National Bank, New York

Chem Age (Lond)—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4

Chem & Ind—Chemistry and Industry. £4 4s. single numbers 1s 10d. w Society of Chemical Industry, Clifton House, Euston Rd, London, N.W.1
Published as section of Journal of the Society of Chemical Industry until 1937
Subscription price includes Journal of the Society of Chemical Industry

Chem & Met Eng—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Chem Ind—Chemical Industries. $3; single numbers 25c. m Haynes & George Co, 149 Temple St, New Haven, Conn.
Formerly Chemical Markets

Chem R—Chemical Reviews. $9. ($7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Baltimore, Md.

Chem Soc J—Journal of the Chemical Society. £3 4s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1

Chemische Fabrik—Die Chemische Fabrik. RM 30; single numbers RM 1.80 bi-w Verlag Chemie, G.m.b.H. Corneliusstr. 3, Berlin W 35, Germany
Changed to a bi-weekly January, 1934

Chimie & Ind—Chimie & Industrie. $30. m Société de Chimie Industrielle, 28 Rue Saint-Dominique, Paris, France

Civil Eng—Civil Engineering. $5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York

Coal Age—Coal Age. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Comm & Fin—Commerce and Finance. $5; single numbers 25c. bi-w Giant Publishing Corp, 95 Broad St, New York
Suspended publication July 24 to October 16, 1937

Comm & Fin Chr—Commercial & Financial Chronicle. $15; single numbers 35c. w William B. Dana Co, 25 Spruce St, New York
Indexing resumed July 4, 1936

Comm Rep—Commerce Reports. $1.50; single numbers 5c. w U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

Comp Air M—Compressed Air Magazine. $3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey

Concrete—Concrete. $3; mill ed. $4; single numbers 50c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago

Consumers' Research Bul (Gen bul ser)—Consumers' Research Bulletin (Not Confidential). $1; single numbers 30c. q Consumers' Research, Inc, Washington, New Jersey

Cornell Eng—Cornell Engineer. $1.50. m (except Je-S) Cornell Society of Engineers, 245 Madison Av, New York
Replaces Cornell Civil Engineer and Sibley Journal of Engineering

Credit & Fin Management—Credit and Financial Management. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York

Dom Eng—Domestic Engineering. $2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago

Dun & Bradstreet—Dun & Bradstreet Monthly Review. $5; single numbers 50c. m Dun & Bradstreet, Inc, 290 Broadway, New York
Name changed to Dun's Review beginning February, 1937

Dun's R—Dun's Review. $4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York
Formerly Dun & Bradstreet Monthly Review

Dun's Statis R—Dun's Statistical Review. $1; single numbers 10c. m Dun & Bradstreet, Inc, 290 Broadway, New York

East Underw—Eastern Underwriter. $3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York

Econ Geol—Economic Geology. $5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa.

Economist—Economist. £2 18s; colonies £3 1s; single numbers 1s. w Economist Newspaper, Ltd, 8 Bouverie St, London, E.C. 4

Edison Elec Inst Bul—Edison Electric Institute Bulletin. $2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York
Began publication April, 1933 as successor to N E L A Bulletin

Elec Eng—Electrical Engineering. $12; single numbers $1.50. m American Institute of Electrical Engineers, 33 W 39th St, New York

Elec J—The Electric Journal. $2; single numbers 25c. m The Electric Journal, 530 Fernando St, Pittsburgh, Pa.

Elec R (Lond)—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1

Elec W—Electrical World. $4; single numbers 25c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
Changed to a bi-weekly beginning September 1, 1934
Beginning January 11 a News Issue is published bi-weekly alternating with the regular issues

Elec West—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of California, 883 Mission St, San Francisco, Calif.

Electrician—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4

Electrochem Soc Trans—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York
Formerly American Electrochemical Society
Preprints are indexed

Electronics—Electronics. $5. single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Eng & Min J—Engineering and Mining Journal. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Eng Educ. See J Eng Educ

Eng N—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Engineer—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"]

Engineering—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2

Exp Wireless. See Wireless Engineer

Explosives Eng—The Explosives Engineer. $1; single numbers 15c. m Explosives Engineer, 911 Delaware Trust Bldg, Wilmington, Delaware

Factory Management—Factory Management and Maintenance. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Fed Res Bul—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Board of Governors of the Federal Reserve System, Constitution Av at 20th St, Washington, D.C.

Food Ind—Food Industries. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Fortune—Fortune. $10; single numbers $1. m Time, Inc, 330 E 22d St, Chicago

Foundry—Foundry. $2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O.

Gas Age—Gas Age combining Natural Gas, Gas Age, Gas Record. $3; single numbers 25c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York
Acquired Natural Gas Magazine March 14, 1936
Changed from weekly to bi-weekly January 7, 1937

Gas J (Lond)—Gas Journal. 35s; single numbers 1s. w Walter King, Ltd, 11 Bolt Court, Fleet St, London, E.C. 4

Gen Elec R—General Electric Review. $3; single numbers 30c. m General Electric Co, Schenectady, N.Y.

Génie Civil—Le Génie Civil. 280 fr; single numbers 5 fr. w Génie Civil, 5 Rue Jules-Lefebvre, Paris (9ᵉ), France

Geol Soc Bul—Bulletin of the Geological Society of America. $10. m Geological Society of America, Charles P. Berkey, sec, 419 W 117th St, New York

Glass Ind—Glass Industry. $2. m Ogden-Watney Publishers, Inc, 11 W 42d St, New York

Guaranty Survey—The Guaranty Survey. m Guaranty Trust Company of New York
Indexing discontinued December 1936

Harvard Business R—Harvard Business Review. $5; single numbers $1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York

Heat & Ven—Heating and Ventilating. $2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York

Heating-Piping—Heating, Piping and Air Conditioning. $2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago
Includes American Society of Heating and Ventilating Engineers Journal section

Ill U Eng Exp Sta Bul—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana

Ill U Eng Exp Sta Circ—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana

Illum Eng Soc Trans—Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Ag and O) Illuminating Engineering Society, 51 Madison Av, New York

Illum Engr. See Light & Lighting

Ind & Eng Chem—Industrial and Engineering Chemistry Industrial Edition. $5; single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.
With Analytical and News editions $7.50

Ind & Eng Chem Anal ed—Industrial and Engineering Chemistry Analytical Edition. $2; single numbers 50c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.
Changed to monthly January 15, 1937

Ind & Eng Chem News ed—Industrial and Engineering Chemistry News Edition. $1.50; single numbers 10c. s-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

Ind Stand—Industrial Standardization and Commercial Standards Monthly. $4; single numbers 35c. m American Standards Association, 29 W 39th St, New York

Index—Index. m New York Trust Company, 100 Broadway, New York
Changed to a quarterly beginning February, 1938

India Rubber W—India Rubber World. $3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York

Inland Ptr—Inland Printer. $4; single numbers 40c. m Inland Printer Co, 205 West Wacker Drive, Chicago

Ins Field (Fire ed)—Insurance Field (Fire and Casualty Edition). $5; single numbers 25c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.

Ins Field (Life ed)—Insurance Field (Life Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.

Inst Chem Eng Trans—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, 56 Victoria St, Westminster, London, S.W. 1
Indexing began with volume 9, 1931

Inst E E J—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1; Chemical Pub. Co. of New York, 148 Lafayette St, New York

Inst Mech Eng Proc—Institution of Mechanical Engineers. Proceedings. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1

Inst Pet Tech J—Journal of the Institution of Petroleum Technologists. single numbers 7s 6d. m Institution of Petroleum Technologists, Aldine House, Bedford St, Strand, London, W.C. 2

Inst Radio Eng Proc—Proceedings of the Institute of Radio Engineers. $10; single numbers $1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York

Int Labour R—International Labour Review. $6; single numbers 60c. m International Labour Office, 734 Jackson Pl, Washington, D.C.

Inv Banking—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago

Iron Age—Iron Age. $6; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia; 239 W 39th St, New York

Iron & Steel Inst J—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 28, Victoria St, London, S.W. 1

J Account—Journal of Accountancy. $4; single numbers 35c. m American Institute Pub. Co, Inc, 135 Cedar St, New York

J Business—Journal of Business of the University of Chicago. $4; single numbers $1.25. q University of Chicago Press, 5750 Ellis Av, Chicago

J Chem Educ—Journal of Chemical Education. $3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa.

J Eng Educ—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa.

J Fr Inst—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, Benjamin Franklin Parkway at 20th St, Philadelphia

J Ind & Eng Chem—See Ind & Eng Chem

J Ind Hygiene—The Journal of Industrial Hygiene and Toxicology. $6; single numbers 75c. m (except Jl and Ag) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md.

J Land & Pub Util Econ—Journal of Land and Public Utility Economics. $5; single numbers $1.25. q Northwestern University, 337 E. Chicago Av, Chicago

J Phys Chem—The Journal of Physical Chemistry. $10; single numbers $1.50. m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md.

J Research Nat Bur Stand—Journal of Research of the National Bureau of Standards. $2.50; single numbers 25c. m Superintendent of Documents, Washington, D. C.

Lib J—Library Journal. $5; single numbers 25c. s-m (m during Jl and Ag) R. R. Bowker Co, 62 W 45th St, New York

Articles of interest to special libraries are indexed

Light & Lighting—Light and Lighting. 10s 6d; single numbers 9d. m Light and Lighting, 32 Victoria St, London, S.W.1

Formerly Illuminating Engineer. Name changed January, 1936

Locomotive—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn.

Mach—Machinery. $3; single numbers 35c. m Industrial Press, 148 Lafayette St, New York

Mag of Wall St—Magazine of Wall Street and Business Analyst. $7.50; single numbers 35c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York

Extra number, Manual of Magazine of Wall Street published annually in March

Management R—Management Review. $5; single numbers 50c. m American Management Association, 330 W 42d St, New York

Formerly American Management Review

Manuf Rec—Manufacturers Record. $2; single numbers 25c. m Manufacturers Record Publishing Co, Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md.

Marine Eng—Marine Engineering and Shipping Review. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York

Acquired Marine Review and name changed to Marine Engineering and Shipping Review, November 1935

Mass Transportation—Mass Transportation. $1; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S. Dearborn St, Chicago

Formerly Electric Traction and Bus Journal

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York

Mech Handling—Mechanical Handling and Conveying. 12s; single numbers 10d. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. 2

Metal Ind—Metal Industry. $2; single numbers 20c. m Metal Industry Pub. Co, Inc, 116 John St, New York

Merged with Platers' Guide, August, 1936

Metal Prog—Metal Progress. $5; single numbers $1. m American Society for Metals, 7016 Euclid Av, Cleveland, O.

Metals & Alloys—Metals and Alloys. $3; single numbers 40c. m Reinhold Pub. Corp, 330 W 42d St, New York

Min & Met—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York

Min Cong J—Mining Congress Journal. $2; single numbers 20c. m American Mining Congress, 309 Munsey Bldg, Washington, D.C.

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla

Mod Plastics—Modern Plastics. $5; single numbers 50c. m Breskin & Charlton Pub. Corp, 425 Fourth Av, New York

Formerly Plastic Products

Monthly Labor R—Monthly Labor Review. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D.C.

Free to labor departments and bureaus and other offices connected with the administration of labor laws

N A C A Bul—N.A.C.A. Bulletin. $10. s-m National Association of Cost Accountants, 385 Madison Av, New York

N E Water Works Assn J—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 613 Statler Bldg, Boston

Nat City Bank—National City Bank of New York. m 55 Wall St, New York

Nat Pet N—National Petroleum News. $2; single numbers 10c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O.

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.

Individual numbers variously priced. Price-list sent on request

Nat Safety N—National Safety News. $4; single numbers 40c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago

Nat Underw—National Underwriter. $4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago

Extra number (Auto ins no) published in April

Nat Underw (Life ed)—National Underwriter Life Insurance Edition. $3; single numbers 15c. w National Underwriter Co, 175 W Jackson Blvd, Chicago

Nation's Business—Nation's Business. $3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W, Washington, D.C.

N Y Pub Lib Bul—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York

Bibliographies of interest to special libraries are indexed

New England Water Works Assn. See N E Water Works Assn J

Oil & Gas J—Oil and Gas Journal. $6; single numbers 20c. w Petroleum Pub. Co, 114-116 W 2d St, Tulsa, Oklahoma

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Oil, Paint and Drug Pub. Co, Inc, 12 Gold St, New York

Opt Soc Am J—Journal of the Optical Society of America. $6; single numbers 60c. m American Institute of Physics, Inc, 175 Fifth Av, New York

Paper Tr J—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York

Personnel J—Personnel Journal. $5; single numbers 75c. m (except Jl and Ag) Personnel Research Federation, 29 W 39th St, New York

Pet Age—Petroleum Age. $1; single numbers 25c. m Petroleum Age Pub. Co, 500 N Dearborn St, Chicago

Phys R—The Physical Review. Second Series. $15; single numbers 75c. s-m American Institute of Physics, Inc, 175 Fifth Av, New York

Plastic Prod—Plastic Products. See Modern Plastics

Platers' Guide. See Metal Ind

Power—Power. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Extra numbers published in Mid-September and Mid-December

Power Pl Eng—Power Plant Engineering. $2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago

Ptg Art Q—Printing Art Quarterly. $5; single numbers $1.50. q Dartnell Corp, 4660 Ravenswood Av, Chicago

Formerly Printed Salesmanship, The Printing Art Quarterly

Ptr Ink—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co, Inc, 185 Madison Av, New York

Ptr Ink Mo—Printers' Ink Monthly. $2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York

Pub Health Rep—Public Health Reports. $2; single numbers 5c. w Superintendent of Documents, Washington, D.C.

Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.

Pub Roads—Public Roads. $1; single numbers 10c. m Superintendent of Documents, Washington, D.C.

Pub Util—Public Utilities Fortnightly. $15; single numbers 75c. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D.C.

Pub Works—Public Works. $3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York

Pulp & Pa of Can—Pulp and Paper Magazine of Canada. $5; single numbers 50c. m National Business Publications, ltd, Gardenvale, Que.

Extra convention number published in February

R Econ Statis—Review of Economic Statistics. $5. q Harvard University Press, Cambridge, Mass.

Resumed indexing February, 1936

R Sci Instr—Review of Scientific Instruments with Physics News and Views. $3; single numbers 50c. m American Institute of Physics, 175 Fifth Av, New York

$1.50 to members of the Founder Societies of the Institute

Radio N—Radio News. $2.50; single numbers 25c. m Teck Publications, Inc, 461 8th Av, New York

Rand McNally Bankers Mo—Rand McNally Bankers Monthly. $5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago

Name Bankers Monthly resumed January, 1938

Rayon—Rayon Textile Monthly. $5; single numbers 50c. m Rayon Pub. Corp, 303 Fifth Av, New York

Formerly Rayon and Melliand Textile Monthly

Ref Shelf—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York

Refrig Eng—Refrigerating Engineering. $4; single numbers 50c. m American Society of Refrigerating Engineers, 37 W 39th St, New York

Roads & Sts—Roads and Streets. $3. m Gillette Pub. Co, 400 W Madison St, Chicago

Absorbed Engineering and Contracting, January, 1933

Rock Prod—Rock Products. $2; single numbers 25c. m Tradepress Pub. Corp, 205 West Wacker Drive, Chicago

Roy Aeronautical Soc J—Journal of the Royal Aeronautical Society. £2 4s 6d; single numbers 3s 9d. m Royal Aeronautical Society, 7, Albemarle St, Piccadilly, London, W. 1

Rs Mod Phys—Reviews of Modern Physics. $4; single numbers $1.20. q American Institute of Physics, Inc, 175 Fifth Av, New York

Rubber Age—Rubber Age. $2; single numbers 25c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York

Ry Age—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Co, 30 Church St, New York

Ry Mech Eng—Railway Mechanical Engineer. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York

S A E J—S.A.E. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York

Safety Eng—Safety Engineering. $3; single numbers 25c. m Safety Engineering, 75 Fulton St, New York

Sales Management—Sales Management. $4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York

Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month

Sci Am—Scientific American. $4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York

Science—Science. $6; single numbers 15c. w Science Press, Grand Central Terminal, New York

Sheet Metal Worker—Sheet Metal Worker. $2; single numbers 25c. m Edwin A. Scott Pub. Co, Inc, 45 W 45th St, New York

Sibley J. See Cornell Eng

Soc Chem Ind J—Journal of the Society of Chemical Industry. £4 4s. m Society of Chemical Industry, Clifton House, Euston Rd, London, N.W.1

In two separately paged sections; Transactions and British Chemical Abstracts

Price includes Chemistry & Industry formerly a section of the Journal

Soc Dyers & Col J—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England

Soc for Advan of Management J—Society for the Advancement of Management Journal. $6. bi-m Society for the Advancement of Management, 29 W 39th St, New York

Formerly Taylor Soc & Soc Ind Eng Bul

Soc Ing Civils Mémoires—Mémoires de la Société des Ingénieurs Civils de France. 200 fr. bi-m Hotel de La Société, 19, Rue Blanche, Paris, France (9^e)

Special Lib—Special Libraries. $5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 345 Hudson St, New York

Spectator (Life ed)—Spectator; American Review of Life Insurance. $2; with Property ed $3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia

Changed from weekly to bi-weekly July 11, 1935, v 135, no 1

Spectator (Property ed)—Spectator; Property Insurance Review. $2; with Life ed $3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia

Began publication July 4, 1935, v 1, no 1

Stahl & Eisen—Stahl und Eisen. RM 50; single numbers RM 1.50 w Verlag Stahleisen, m.b.H, Düsseldorf, Germany, American agent, Paul F. Hermann Co, 1910 Beechwood Blvd, Pittsburgh, Pa.

Steel—Steel. $4; single numbers 25c. w Penton Pub. Co, Penton Bldg, Cleveland, O.

Survey of Cur Business—Survey of Current Business. $1.50; monthly 10c; weekly 5c. Superintendent of Documents, Washington, D.C.

Advance leaflets are distributed every week to subscribers in the United States. The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week

System—System and Business Management. See American Business

Taylor Soc & Soc Ind Eng Bul. See Soc for Advan of Management J

Textile Col—Textile Colorist. $5. m Textile Colorist, Inc, 233 Broadway, New York

Textile Inst J—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England

Textile World—Textile World. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York

Extra annual review number published in February

Transit J—Transit Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Extra convention number published September 15

Formerly Electric Railway Journal

Trust Companies—Trust Companies. $5; single numbers 60c. m Fiduciary Publishers, Inc, 2 Rector St, New York

U S Agric—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.

Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed

* **U S Bur For & Dom Com Domestic Commerce Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

* **U S Bur For & Dom Com Trade Information Bul**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

* **U S Bur For & Dom Com Trade Promotion Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

† **U S Bur Mines Bul**—United States. Bureau of Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

† **U S Bur Mines Information Circ**—United States. Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.

† **U S Bur Mines Rep of Invest**—United States. Bureau of Mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.

† **U S Bur Mines Tech Pa**—United States. Bureau of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

U S Geol S Bul—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.

U S Geol S Professional Pa—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Twenty-second annual report, 1936, including Technical reports nos. 542-576

‡ **U S Nat Bur Stand**—United States National Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C.

U S Women's Bur Bul—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

VDI. See Zeit Ver Deutsch Ing

W Soc E J—Journal of the Western Society of Engineers. $3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago

Water Works & Sewerage—Water Works & Sewerage. $2; single numbers 25c. m Gillette Pub. Co, Daily News Bldg, Chicago

Weekly Underw—Weekly Underwriter. $5; single numbers 25c. w Underwriter Printing and Publishing Co, 80 Maiden Lane, New York

Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1

Formerly Experimental Wireless and The Wireless Engineer

Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis, Madison

Zeit Ver Deutsch Ing—VDI. Zeitschrift des Vereines Deutscher Ingenieure. RM 40; single numbers RM 1.75 w VDI-Verlag G. m. b. H, Dorotheenstr. 40, Berlin NW 7, Germany

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* The free distribution of publications of the Bureau of Foreign and Domestic Commerce is confined almost entirely to government officers, educational institutions, libraries, the press, and commercial organizations. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

† United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

‡ The official (free) distribution of publications of the Bureau is limited to government offices, public libraries, educational institutions, scientific societies, and cooperating experts. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

Key to General Abbreviations

+	continued on later pages of the issue
abr	abridged
Ag	August
Ap	April
arch	architect
bibliog	bibliography
comp	compiled or compiler
cond	condensed
cont	continued
D	December
diag	diagram
ed	edited or edition or editor
F	February
il	illustrations
inc	incorporated
Ja	January
Je	June
Jl	July
Mr	March
My	May
n s	new series
N	November
no	number
O	October
p	page
pl	plate
por	portrait
pseud	pseudonym
pt	part
rev	revised
S	September
sup	supplement
tr	translated or translation or translator
v	volume

Sample title:

Investment trusts under the microscope. C. Williams. Mag of Wall St 51:26-8+ O 29 '32

Explanation:

An article with the title given above will be found in Magazine of Wall Street, volume 51, pages 26 to 28 (continued on later pages of the issue) the October 29, 1932 number.

Abbreviations of Publishers' Names Used in Book Titles

A.I.M.E. American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.
Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
Am. Book Co. American Book Company, 88 Lexington Av, N.Y.
Appleton-Century. D. Appleton-Century Co, Inc, 35 W 32d St, N.Y.

Baird. H. C. Baird & Co, 2 W 45th St, N.Y.
Blakiston. P. Blakiston's Son & Co, 1012 Walnut St, Philadelphia
Blue Ribbon Books, Inc, 386 4th Av, N.Y.
Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.

Callaghan. Callaghan & Co, 401 E Ohio St, Chicago
Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.
Century Co. See Appleton-Century
Chemical Catalog Co. See Reinhold Pub. Corp.
Chemical Pub. Co. 300 N 3d St, Easton, Pa.
Columbia Univ. Press, 2960 Broadway, N.Y. American Agents for the Publications of the League of Nations and the World Court
Commerce Clearing House. Commerce Clearing House, Inc, Loose Leaf Service Division of The Corporation Trust Company, 205 W Monroe St, Chicago; 350 5th Av, N.Y.
Crofts. F. S. Crofts & Co, 41 Union Sq, W, N.Y.
Crowell. T. Y. Crowell Company, 387-393 4th Av, N.Y.

Day. John Day Co, Inc, 386 4th Av, N.Y. Publications handled and sold by Reynal & Hitchcock, Inc, 386 4th Av, N.Y.
Dodd. Dodd, Mead & Co, 449 4th Av, N.Y.
Doubleday. Doubleday, Doran & Co, 75 Franklin Av, Garden City, N.Y.
Drake. Frederick J. Drake & Co, 179 N Michigan Av, Chicago
Dutton. E. P. Dutton & Co, 286-303 4th Av, N.Y.

Engineers Book Shop, 168 E 46th St, New York

Ginn. Ginn & Co, (Educational text-bks.) 15 Ashburton Place, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.
Gregg. Gregg Publishing Company, 270 Madison Av, N.Y; 2500 Prairie Av, Chicago

Harcourt. Harcourt, Brace & Co, 383 Madison Av, N.Y.
Harper. Harper & Brothers, 49 E 33d St, N.Y.
Harvard Univ. Press, Randall Hall, Cambridge, Mass.
Heath. D. C. Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y; 1815 Prairie Av, Chicago
Henley. Norman W. Henley Pub. Co, Putnam Bldg, 2 W 45th St, N.Y.
Holt. Henry Holt & Co, 257 4th Av, N.Y; 2626 Prairie Av, Chicago
Houghton. Houghton, Mifflin Co, 2 Park St, Boston; 386 4th Av, N.Y; 2500 Prairie Av, Chicago; 500 Howard St, San Francisco

Int. Labor Office. International Labor Office, 734 Jackson Pl, NW, Washington, D.C.

Knopf. Alfred A. Knopf, 501 Madison Av, N.Y.

Lippincott. J. B. Lippincott Co, 227-231 S 6th St, Philadelphia
Little. Little, Brown & Co, 34 Beacon St, Boston
Liveright. Liveright Pub. Corp, 386 4th Av, N.Y.
Longmans. Longmans, Green & Co, 114 5th Av, N.Y.

McGraw-Hill. McGraw-Hill Bk. Co, Inc, 330 W 42d St, N.Y.
Macmillan. The Macmillan Co, 60 5th Av, N.Y.
Manual Arts Press, 237 N Monroe St, Peoria, Ill.

Nat. Bur. Econ. Research. National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.
Nat. Ind. Conf. Bd. National Industrial Conference Board, Inc, 247 Park Av, N.Y.
National Research Council, 2101 Constitution Av, NW, Washington, D.C.

Oxford. Oxford University Press (Clarendon Press) (American branch), 114 5th Av, N.Y.

Penton Pub. Co, 1213 W 3d St, Cleveland, O; 220 Broadway, N.Y.
Pitman. Pitman Pub. Corp, 2-6 W 45th St, N.Y.
Prentice-Hall, Inc, 70 5th Av, N.Y.
Putnam. G. P. Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N.Y.

Reinhold Pub. Corp, 330 W 42d St, N.Y.
Revell. Fleming H. Revell Co, 158 5th Av, N.Y.
Ronald Press. Ronald Press Co, 15 E 26th St, N.Y.
Routledge. George Routledge & Sons, Ltd, Broadway House, 68-74 Carter Lane, London, E.C. 4

Saunders. W. B. Saunders Co, West Washington Sq, Philadelphia
Scientific Bk. Corp, 15 E 26th St, N.Y.
Scribner. Charles Scribner's Sons, 597 5th Av, N.Y; 320 E 21st St, Chicago
Simmons-Boardman. Simmons-Boardman Publishing Company, 30 Church St, N.Y.
Special Lib. Assn. Special Libraries Association, 345 Hudson St, N.Y.
Spon. E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1
Stokes. F. A. Stokes Co, 443-449 4th Av, N.Y.
Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.

Teachers College, Columbia University, 525 W 120th St, N.Y.

Univ. of Chicago Press, 5750 Ellis Av, Chicago

Van Nostrand. D. Van Nostrand Co, 250 4th Av, N.Y.
Viking Press, Inc, 18 E 48th St, N.Y.

West. West Pub. Co, 50 W Kellogg Blvd, St Paul, Minn.; 2 Lafayette St, N.Y.
Wiley. John Wiley & Sons, Inc, 440 4th Av, N.Y.
Williams & Wilkins. The Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore
Wilson, H.W. H. W. Wilson Co, 950-972 University Av, N.Y.
Wood. William Wood & Company (Division of the Williams & Wilkins Co) Mt Royal & Guilford Avs, Baltimore
Workers Educ. Bur. Workers Educational Bureau of America, 1440 Broadway, N.Y.
World Peace Foundation, 40 Mt Vernon St, Boston (9); 8 W 40th St, N.Y.

Yale Univ. Press, 143 Elm St, New Haven, Conn; 386 4th Av, N.Y.

Industrial Arts Index

A Cumulative Index to Engineering, Trade and Business Periodicals

1937

A & P. See Great Atlantic and Pacific tea company

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Conduct and ability. F. Banks. 399p $3.50 bibliog(p383-8) Saunders '36

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Executive ability

Success

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Ability tests and examinations. R. N. LeFevre. diags Gas J (Lond) 220:281-3 O 27 '37

Accident reduction in fleet operation; use of mental tests. F. E. Kunkel. Am Gas J 147:15-16 Jl '37

Aptitude tests help you hire. C. A. Drake. il Factory Management 95:55-7+ Je '37

Aptitudes and aptitude testing. W. V. Bingham. 390p $3 Harper '37

Classroom teacher's estimation of intelligence and industry of high school students. H. Eisner. 108p bibliog(p107-8) Teachers college '37

Evaluation of clerical tests. C. M. Davidson. Personnel J 16:57-64, 95-8 Je-S '37

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Measuring intelligence; a guide to the administration of the new revised Stanford-Binet tests of intelligence. L. M. Terman and M. A. Merrill. 461p $2.25 Houghton '37

Mechanical ability of subnormal boys. M. C. Pritchard. 73p bibliog(p69-73) Teachers college '37

Men, women, and jobs; a study in human engineering. D. G. Paterson and J. G. Darley. 145p $2 Univ. of Minnesota press, Minneapolis '36

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Bibliography

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President of National association of casualty and surety agents. por Spectator (Life ed) 137:31 sec 2 D 10 '36

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Testing of fabrics for resistance to abrasion. J. C. Mann. Textile Inst J 28:P220-2 Jl '37; Abstract. Am Dyestuff Rep 26:619 O 4 '37

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Electrons—Absorption
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Profit
Profit and loss statements
Punched card system
Reserves
School accounting
Stores systems
Surplus
Time keeping
Valuation

also subdivision Accounting under special subjects, e.g.
Containers, Returnable
Corporations
Electric utilities
Factories
Income tax
Labor cost
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Civil service
Highway administration
National recovery administration
Public health administration
Public officials
Public service
Social work
United States—Executive departments
Water departments

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Carbon, Activated

ADSORPTION, Heat of

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High cost of eye-fatigue. G. Davison. il Ptr Ink Mo 34:36+ Ja '37

It's still a problem; what is part of an advertisement worth? architect's name omitted from advertisement of his plans by General Electric. J. O'Shaughnessy. Ptr Ink 181:57-8+ N 4 '37

Printed matter for wall paper; decorating the office of the Peoria advertising and selling club. H. L. Spooner. il Inland Ptr 98:79-80 N '36

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What made these six ads click? il Adv & Sell 29:33 Je 17 '37

See also

Advertising
Advertising—Dealer helps
Advertising awards
Blotters
Broadsides (advertisements)
Calendars
Catalogs
Package inserts
Poster stamps
Posters
Sales letters

Books and booklets

Advertising lockwashers; printed pieces that: (1) tell how to use the product, (2) guarantee it, (3) sell related products, (4) build general good-will. R. F. Bellack. il Ptg Art Q 66 no 4:67-70 '36

Advertising to children. E. E. Grumbine. il Ptr Ink 179:49-50, 55-8 Je 17 '37

Builds leads for salesmen; Mathews conveyer company's campaign created more than 4,000 requests for book for management executives. il Ptr Ink 181:59-60, 64-6 O 28 '37

Casein quadruples sales in 4 years by merchandising to hobby-riders; selling glue through hardware dealers for use of homecrafters. E. M. Kelley. il Sales Management 40:1060-2 Je 1 '37

College book excellently made; Union college, Schenectady, New York; with four halftones. Inland Ptr 99:68-72 Ag '37

Continuity in booklet cover designs. il Ptg Art Q 67 no 1:136-41 '37

Good-will: $1; Jewel Tea takes its customers and employees behind the balance sheet. M. H. Karker. Ptr Ink 179:6-8, 93-4 Ap 29 '37

ADVERTISEMENTS—Books and booklets —*Continued*

Greatest printed campaign in banking history; Bank of America, with its fifty-five branches. D. G. McPhee. il Ptg Art Q 66 no 4:49-56 '36

How Fleischmann's yeast backs up Ripley's bakers' broadcast; radio, newspaper advertising, direct-mail and store display. il Ptg Art Q 66 no 4:57-63 '36

Letters that make printing more productive; advance, transmittal and follow-up letters. il Ptg Art Q 66 no 3:85-92 '36

Meyercord co. to invade homes with decalcomania decorative transfers. il Sales Management 40:44 Ja 1 '37

No fooling about this follow-up; Albert Richard company's sportswear. il Ptr Ink Mo 35:26 S '37

Novel booklet wins praise; Keystone steel & wire company uses cellophane. il Ptr Ink Mo 34:30 Ap '37

Proof in pictures; Creamery package mfg. company; abstract. Management R 26:101-2 Mr '37

Reaching children through schools; educational material from advertisers. E. E. Grumbine. il Ptr Ink Mo 34:16-17+ Mr; 22-4+ Ap '37

Trend in booklet design. E. S. Lipsett. il Ptr Ink Mo 34:22-3+ My '37

See also
Catalogs

Christmas cards

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Copy

See Advertising copy

Coupons

Coupons in advertising. E. T. Gundlach. Ptr Ink 177:25, 28, 30-2 N 19; 85-8 N 26; 97, 100-2 D 3; 113, 116-17+ D 10; 96-8+ D 17; 73-6 D 24; 80-1, 84-6 D 31 '36; 178:91-5 Ja 7; 79-80+ Ja 14; 108-12 Ja 21; 133-6, 138 Ja 28; 95-9 F 4; 93-9 F 11; 97-8+ F 18; 81, 84-5+ F 25; 114-20 Mr 4; 112-17 Mr 18; 87-90+ Mr 25; 179:114-19 Ap 1 '37

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Close harmony; type and copy go hand in glove when marshalled by John Averill. A. E. Peters. il Inland Ptr 98:36-7 Mr '37

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Extraordinary design for ordinary printing; specimens of calendars, house organ covers, booklet covers. W. G. Smythe. Ptg Art Q 66 no 4:19-23 '36; 67 no 1:142-7 '37

How Fleischmann's yeast backs up Ripley's bakers' broadcast; radio, newspaper advertising, direct-mail and store display. il Ptg Art Q 66 no 4:57-63 '36

Trend in booklet design. E. S. Lipsett. il Ptr Ink Mo 34:22-3+ My '37

See also
Advertisements—
Layout

Headlines

Swing it when you sling it. A. B. Weaver. Ptr Ink 180:15-16 Jl 15 '37

Illustrations

See Advertisements, Pictorial

Keying

How to key advertisements; use of department numbers. Ptr Ink 179:85-6+ Ap 1 '37

Layout

Advertising layout. W. H. Badke. 4v loose leaf $30 W. H. Badke, 2121 E. Capitol drive, Milwaukee, Wis. '36

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See also
Advertisements,
Small space

Maps

Lithography for advertisers. il Ptr Ink Mo 34: 85-8 My '37

Measurement

Canadian daily newspapers association rule on measurement. Ptr Ink 177:90 N 26 '36

Name plates

Remember the name; dramatizing the means by which people must ask for goods. W. J. Weir. Ptr Ink 180:45-6 Jl 22 '37

Position

Cuckoo space buyer who has a position fixation. Sales Management 41:32+ Ag 15 '37

Veteran space seller. Adv & Sell 28:72 D 3 '36

Printing

Lithography for advertisers. il Ptr Ink Mo 34:75-92 My '37

Rating

Personal tastes and business profits; best moving pictures. C. Rheinstrom. Adv & Sell 29:34 Je 3 '37

Picking the pullers. Adv & Sell 28:46 D 17 '36

Tested selling ideas. il Ptr Ink Mo 35:26 Jl '37

12 best I.C.S. ads of 1936. il Adv & Sell 28:22-3 Ja 1 '37

See also
Advertisements, Pictorial—Rating

Size

See also
Advertisements,
Small space

Specimens

Greatest printed campaign in banking history; Bank of America, with its fifty-five branches. D. G. McPhee. il Ptg Art Q 66 no 4:49-56 '36

See also
Advertising awards

Testing

Lesson in soapsuds; Woodbury's nude campaign. R. Sheldon. il Adv & Sell 29:23-4, 42 Jl 1 '37

More facts and less guesswork characterize today's advertising. B. C. Duffy. Sales Management 41:52+ N 1 '37

Testing the marksmanship of advertising copy. F. Coutant. Adv & Sell 29:21-2+ Jl 15; 30, 32+ Jl 29 '37

Without benefit of slide-rules; General Electric and Cocomalt show a way to simplify testing copy with coupons. W. T. Laing. il Ptr Ink Mo 34:55-6+ Mr '37

Typography

Advertising technique marks time; little change in physical make-up during last four years. S. H. Giellerup. Adv & Sell 29:31+ O 21 '37

All type; devices that make advertisements readable. B. F. Berfield. il Ptr Ink 178:76-8+ Ja 7 '37

Character and personality of type. Trust Companies 64:497-8 Ap '37

Curse of bad typography. M. O'Dea. Ptr Ink 180:48 Jl 22 '37; Same. Inland Ptr 100:40 O '37

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High cost of eye-fatigue. G. Davison. il Ptr Ink Mo 34:36+ Ja '37

Remember the name; dramatizing the means by which people must ask for goods. W. J. Weir. Ptr Ink 180:45-6 Jl 22 '37

ADVERTISEMENTS—Typography—*Continued*

Specimen review. J. L. Frazier. Published in monthly numbers of Inland printer

Trend of typography. L. C. Gandy. il Inland Ptr 99:40-5 Jl '37

Type; specimens of faces, border and display material, mechanical requirements, and rules governing the use of advertising space? designed to aid advertisers in the preparation of their copy. 85p Chicago daily news, Chicago '37

Typography that sells printing; examples from the Fleuron press. L. A. Braverman. bibliog Ptg Art Q 66 no 3:76-81+ '36

See also

Advertisements, Small space

ADVERTISEMENTS, Classified

Getting and keeping classified advertising. M. J. A. McDonald. 436p $3.50 Prentice-Hall '36

Mr X 125; dirty work among the classifieds. A. H. Little. Ptr Ink 179:37, 40-1, 44-5 Ap 8 '37

ADVERTISEMENTS, Humorous

Advertising's pun center, it's in London. E. Green. il Ptr Ink 180:17, 20+ Jl 22 '37

Country folks like puns. C. F. Westin. Ptr Ink 180:26 S 23 '37

Domestic pun production. D. E. Rowan. Ptr Ink 180:21, 24 Ag 12 '37

Good humor at a glance. E. McKenna. il Ptr Ink Mo 34:26-7 Mr '37

Human interest advertising; British Columbia electric railway. F. H. Fullerton. il Mass Transportation 33:115 Ap '37

Is your advertising good humored? T. Cumings. il Adv & Sell 29:34-5+ My 6 '37

It's a real pen name now; Dr Seuss turns his attention from Flit to fountain pens. il Ptr Ink 181:24+ O 14 '37

Jane Engel dress shop advertising. il Ptr Ink Mo 34:6d, 6f F '37

Mr X 125; dirty work among the classifieds. A. H. Little. Ptr Ink 179:37, 40-1, 44-5 Ap 8 '37

S. O. finds public likes humor; smile copy now in 1,600 papers. il Sales Management 40:208 F 1 '37

Signs of sprig. il Ptr Ink 179:36 Ap 15 '37

Some pun; defense of word-play in advertising. P. Cameron. Ptr Ink 180:43-4+ Ag 26 '37

Le sourire. il Ptr Ink Mo 35:21 Ag '37

Where U bot the hat—Raymond's. F. B. Barton. il Adv & Sell 28:44+ D 3 '36

See also

Advertisements, Pictorial—Cartoons
Advertisements, Pictorial—Comic strip

ADVERTISEMENTS, Pictorial

Fifteenth annual of Advertising art. 121p $6 Book service co, 15 E. 40th st, New York '36

Gravure grows; color to be offered in all sectional groups in 1938. il Sales Management 41:48, 50+ Ag 15 '37

Illustrations mark time. D. Gridley. il Ptr Ink Mo 34:24-5+ F '37

Lesson in soapsuds; Woodbury's nude campaign. R. Sheldon. il Adv & Sell 29:23-4, 42 Jl 1 '37

Models in uniform; digest of restrictions governing use of uniforms in advertising. G. Cunningham. il Adv & Sell 29:36, 52 O 21 '37

Portfolio of photographs and etchings; reproduced by sheet-fed gravure. Ptg Art Q 66 no 3:33-40 '36

Pretty girls in advertising. J. H. Buswell. Ptr Ink 179:97 My 6 '37

Truth in advertising illustration; men's clothing appears to be actually wearable and comfortable. il Ptr Ink Mo 34:29+ My '37

Value received from newspaper advertising. il Ptr Ink Mo 35:22-3 Ag '37

Wipe that grin off! E. T. Rowe. Adv & Sell 29:29 Je 3 '37

See also

Advertising characters
Advertising cut-outs
Broadsides (advertisements)
Color in advertising
Poster stamps
Posters
Show cards

Cartoons

De Pinna cartoons. il Adv & Sell 29:35 My 6 '37

What the press artist should know. J. R. Turner. 153p 7s 6d Pitman '36

Wilkins coffee David fights Goliath competitors with cartoon series. il Sales Management 40:899 My 1 '37

Cat pictures

Story of Chessie. O. Proctor. il Adv & Sell 28:36 D 17 '36

Comic strip

Black-white comics require continuity. Ptr Ink 179:70 Je 10 '37

Color-comic climb. Sales Management 41:68 O 1 '37

Drawings

Close harmony; type and copy go hand in glove when marshalled by John Averill. A. E. Peters. il Inland Ptr 98:36-7 Mr '37

Exhibitions

Why the Art directors' show. D. Uptegrove. Adv & Sell 28:32+ Ap 22 '37

Paintings

Paintings for permanence; advertising pieces of the Pullman company and Bausch & Lomb; work of William Welsh and Harold Anderson. il Ptg Art Q 66 no 3:26-32 '36

Photographs

Advertising photography; a gallery of distinguished photographic illustrations. Ptg Art Q 66 no 4:24-8 '36

Catalog of the Printing art quarterly's 1936-1937 exhibition of advertising photography, Sherman hotel, Chicago, April 28-30; with reproductions and index. Ptg Art Q 67 no 1:22A-22H, 23-97 '37

Color photography's newest accomplishments. il Ptg Art Q 66 no 3:45-51 '36

Current fashions in advertising technique; picture and caption method. G. L. Sumner. il Adv & Sell 29:26-7+ S 9 '37

Foreign tang in export house magazine; Allis-Chalmers tractors. il Ptr Ink Mo 35:28 Jl '37

New service ties up movies and gas equipment. il Am Gas Assn Mo 19:49 F '37

Novel booklet wins praise; Keystone steel & wire company uses cellophane. il Ptr Ink Mo 34:30 Ap '37

Outstanding photographs from camera studies, mostly for advertising. Ptr Ink Mo 35:34 N '37

Photographs for advertising. Ptg Art Q 67 no 1:21-2 '37

Photo-micrographs as advertising illustrations; illustrated study of the work of Spencer A. Jones. R. W. Johnson. Ptg Art Q 66 no 3:41-4 '36

Portfolio of photographs and etchings: 6 photographs by Valentino Sarra, reproduced by sheet-fed gravure. Ptg Art Q 66 no 3:33-5, 37-8, 40 '36

Pro side of the one-shot color camera controversy. R. Knipschild. Ptg Art Q 67 no 1:154-6 '37

Pro's and con's of the one-exposure color camera. J. White. il diags Ptg Art Q 66 no 4:45-8 '36

Revolution in pictures. D. A. Munro. il Ptr Ink Mo 33:15-16+ D '36

When pictures inspire copy. A. Brashears. il Adv & Sell 29:25+ Je 3 '37

X marks the spot. M. O'Dea. Ptr Ink 180:34 Ag 19 '37

Portraits

Advertising models go Hollywood. il Ptr Ink Mo 35:69-70 Ag '37

Hi-li pantomimic. G. Davison. Ptr Ink Mo 35:71 O '37

New fashion in libel; a legal review of Burton case. I. W. Digges. Ptr Ink 178:54, 58-9 F 4 '37

Photos in advertising; model's release doesn't always give adequate protection. L. H. Robinson. Ptr Ink 179:78, 80, 82-4 Je 10 '37

ADVERTISEMENTS, Pictorial—*Continued*

Rating

How to pick best-selling pictures for calendars, window displays, posters or advertising. il Am Business 7:24-5+ My '37

Santa Claus

Let's standardize Santa; his picture is not so good. P. H. Erbes, jr. il Ptr Ink 177:16-17+ D 24 '36

ADVERTISEMENTS, Small space

Good humor at a glance. E. McKenna. il Ptr Ink Mo 34:26-7 Mr '37

Less than 100 words; small-space advertisers convey convincing message. Ptr Ink 178:71, 74-5 Ja 7 '37

ADVERTISERS

Check list for client cooperation. H. K. Dugdale. Adv & Sell 29:37+ My 6 '37

Client, does he want news? F. Fenton. Adv & Sell 29:44+ My 20 '37

Those precocious Dionnes; they can speak French; list of the advertisers who have paid them $861,148.39. P. H. Erbes, jr. Ptr Ink 179:6-8, 12+ Ap 1 '37

ADVERTISING

Adman, what say the stars? N. Krichbaum. Adv & Sell 29:23+ Jl 15 '37

Advertisers as uplifters; can bring tastes to higher level. J. Benson. Ptr Ink 179:53-4+ Je 10 '37

Advertising lockwashers; printed pieces that: (1) tell how to use the product, (2) guarantee it, (3) sell related products, (4) build general good-will. R. F. Bellack. il Ptg Art Q 66 no 4:67-70 '36

Advertising marches on! fifteen major ways in which it has improved. C. Norton. Ptr Ink 177:6-8, 104-6 D 3 '36

Advertising principles and practice. W. B. Dygert. 212p pa $1 Longmans '36

Advertising review: 1936. E. E. Calkins. Adv & Sell 28:41-2+ F 25 '37

Advertising technique marks time; little change in physical make-up during last four years. S. H. Giellerup. Adv & Sell 29:31+ O 21 '37

Advertising: unfair to organized labor; advertising should not be used as a forum for labor disputes. Adv & Sell 30:29+ N 4 '37

Advertising's (A) & (B) dilemma. K. M. Goode. Adv & Sell 28:32 N 19 '36

Advertising's three-fold organization. E. E. Calkins. Adv & Sell 29:24+ Jl 15 '37

Charles Chick Lewis presents The encyclopedia of exploitation. B. Hendricks and H. Waugh. 432p Showmen's trade review, New York '37

Check lists of advertising, selling and merchandising essentials. C. B. Larrabee and H. W. Marks. 396p $3.50 McGraw-Hill '37

Consumer movement, a boon to merchandisers. L. B. Hunter. Ind Stand 8:197-8 Jl '37

Curtain going up on act II of advertising. R. S. Durstine. Adv & Sell 28:25-6, 46+ Mr 11 '37

Do fair trade acts stimulate or curb advertising? Sales Management 40:412 Mr 1 '37

Dog has nine lives: the story of the phonograph. H. S. Maraniss. Ann Am Acad 193:8-13 S '37

For sale: 17 new year's resolutions. T. Cumings. Adv & Sell 28:29 Ja 1 '37

Four jobs for advertising. Ptr Ink 180:83 S 30 '37

Hazards which confront advertising. A. Kudner. Adv & Sell 30:25-6+ N 4 '37

Millions of tricks and puzzles put magic into marketing; Stunts, inc. Sales Management 40:462-3 Mr 1 '37

Modern advertising. K. M. Goode. 6th printing rev 497p $1.49 Blue ribbon books, New York '37

More power to advertising. J. R. Adams. 179p $2.50 Harper '37

New advertising tempo. B. Duffy. Adv & Sell 28:56 Ap 22 '37

New frontiers; many yet to be conquered in America. S. Resor. Ptr Ink 177:45+ N 26 '36

On really knowing the consumer; real trouble ahead in feminine opposition to advertising. M. C. Ringland. Ptr Ink 180:6-8+ S 16; 63-4+ S 23 '37

Paul had the right idea. W. Van Sant. Adv & Sell 29:30 Ag 12 '37

Preface to advertising. M. O'Dea. 216p $2 McGraw-Hill '37

Preface to advertising (cont). M. O'Dea. Ptr Ink 178:54 Mr 25; 179:77 Ap 22; 71 My 6; 29, 32-3+ My 20; 80-1 My 27; 29 Je 3; 42 Je 24; 180:61 Jl 8; 48 Jl 22; 34 Ag 19; 41 S 9 '37

Principles of advertising. H. K. Nixon. 541p bibliog(p483-93) $4 McGraw-Hill '37

Problems in advertising. N. H. Borden. 3d ed 698p $5 McGraw-Hill '37

Recovery (in advertising) can't be stopped. J. A. Livingston. Adv & Sell 28:30-1+ Ja 14 '37

Showmanship in business. K. M. Goode. Am Gas J 147:27-8 O '37

Tartlets from Bartlett's; some plums pertinent to the profession. D. D. Sutphen, jr. Ptr Ink 181:51-2+ O 14 '37

This advertising business. C. Rheinstrom. Ptr Ink 179:62, 64-5 Ap 8 '37

This public debate on advertising. W. L. Stoddard. Ptr Ink 180:6-8, 85-6 Jl 15 '37

Tydings bill warning; puts advertisers on the spot. L. Allen. Ptr Ink 180:53-4 Ag 26 '37

What about the future of advertising? J Benson. Adv & Sell 28:32+ Ja 28 '37

What *language*, Edna! "Conversation at Midnight." M. O'Dea. Ptr Ink 180:41 S 9 '37

See also

Advertisements
Advertising agencies and other headings beginning Advertising
Audit bureau of circulations
Bank advertising
Business
Catalogs
Color in advertising
Community advertising
Containers
Electric signs
Government advertising
House organs
Library advertising
Medical advertising
Merchandizing
Moving pictures in advertising
Municipal advertising
Posters
Premiums (merchandizing)
Printing trade—Advertising service
Radio advertising
Safety advertising
Sales letters
School advertising
Show windows
Slogans
State advertising

also subdivision Advertising under special subjects, e.g.

Automobile industry and trade
Department stores
Food industry and trade
Gas industry
Insurance
Insurance agents
Motor bus lines
Printing trade
Products, New
Railroads
Retail trade

Accounting

Isolate for profit! A. E. Haase. Ptr Ink 180:16-17+ Jl 1; 69+ Jl 8 '37

Advertising

Magazine and newspaper promotion. il Adv & Sell 29:28+ Je 3 '37

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Recent sources of information on advertising. Cleveland Pub Lib Business Information Bur v 8, no 2:1-2 Ap '37

Children, Appeal to

Advertising to children. E. E. Grumbine. il Ptr Ink 179:49-50, 55-8 Je 17 '37

Magazine characters create new brand for children's products. E. M. Kelley. il Sales Management 39:896-7+ D 1 '36

See also

Advertising—Schools, Appeal to

Collectors, Appeal to

Selling to experts; lesson for advertisers in many other lines. M. K. Powers. Ptr Ink 179:29+ My 6 '37

ADVERTISING—*Continued*

Congresses

One speech, three deliveries; Paris advertising convention. L. D. H. Weld. Ptr Ink 180:35-6+ Jl 29 '37

Continuity

Advertising comeback; Valspar believes it can again attain stardom. F. P. Connolly. il Ptr Ink 179:6-8+ Je 3 '37
Doctors call it senility. M. O'Dea. Ptr Ink 179:42 Je 24 '37
Mr Wrigley's lesson; study in continuity and sufficiency. Ptr Ink 181:92-3 O 28 '37

See also
Advertising appropriations

Copy

See Advertising copy

Cost

How much is spent on advertising? British estimates. Economist 126:395-6, 451-2 F 20-27 '37
Marline rate; a new space-buying tool. J. J. Boyle. Ptr Ink 177:6-8+ N 26 '36
Space buying short cuts. J. J. Boyle. Ptr Ink 179:31-2+ Ap 22 '37

See also
Advertising—Rates

Coverage

Coupons in advertising. E. T. Gundlach. Ptr Ink 177:73-6 D 24; 80-1, 84-6 D 31 '36; 178: 91-5 Ja 7; 79-80+ Ja 14; 108-12 Ja 21; 95-9 F 4; 93-9 F 11; 97-8+ F 18; 81, 84-5+ F 25; 114-20 Mr 4 '37

Dealer cooperation

D. Jayne & sons pays druggists national rate. E. G. Bagger. Sales Management 40:980+ My 15 '37
Eyes have it! a colorful magazine introduces the story of gas appliances to southern California consumers. J. J. Stapp. Am Gas J 145:36-7 D '36
Formfit sales soar when big stores join in simultaneous promotion. L. B. Colby. il Sales Management 40:1142-3 Je 15 '37
New deck; announcing a new advertising program to dealers. il Ptr Ink 181:100 O 7 '37
Salutes dealer initiative; dealers' mats for newspaper advertising. il Ptr Ink Mo 35: 36+ Je '37
Store backs national brands; co-operative program offered manufacturers by Crowley-Milner, Detroit. Ptr Ink 180:12+ Ag 26 '37
Survey of national advertisers shows R-P act has not killed off cost-sharing ad deals. Sales Management 40:613-15 Ap 1 '37
Trade lasts—and firsts; writing of more effective consumer copy, by remembering the trade. R. Barrett and W. J. Weir. Ptr Ink 181:57, 60-2 N 11 '37
Vitamin sale; Swift & company in cooperation with Piggly Wiggly. Ptr Ink 179:30 Je 17 '37

Dealer helps

Displays that stay. il Ptr Ink Mo 33:63-6+ D '36
Folder clinic; retailers tell what they like and don't like. A. M. Howe. Ptr Ink 180: 29, 32+ Jl 29 '37
48,084 mail campaigns; how Iron Fireman co-operates with its salesmen through wide distribution of printed materials. il Ptr Ink 180:49+ S 23 '37
Helps for the utilities; kind of advertising folders they prefer to use. H. M. Andrews. Ptr Ink 180:73-4+ Ag 19 '37
How Fleischmann's yeast backs up Ripley's bakers' broadcast; radio, newspaper advertising, direct-mail and store display. il Ptg Art Q 66 no 4:57-63 '36
How to avoid dealer literature waste. il Ptr Ink Mo 35:17-20+ Jl '37
Long life and sales punch for dealer displays. C. F. Farnham. il Sales Management 40:906, 908 My 1 '37
Pointed tips from retailers; sales helps they want, but can't get. A. M. Howe. Ptr Ink 180:78+ Ag 12 '37
Up goes off-season volume; Estate Stove uses free coal campaign for seventeen years. Ptr Ink 180:32, 36-7 S 16 '37
Your point-of-sale advertising should feature companion items, says grocery chain operator. C. N. Tunnell. Sales Management 41: 47 Jl 1 '37

See also
Show cards

Dealers, Appeal to

Broadside dignity. A. M. Howe. il Ptr Ink Mo 33:18-19+ D '36
Dealers testify. il Ptr Ink 180:71+ S 23 '37
Eleven broadside questions. Ptr Ink 178: 49, 52+ Mr 18 '37
Inside the broadside. A. M. Howe. il Ptr Ink Mo 34:26-7+ F '37
Little billboards; direct-by-mail campaign, millions of labels identify Bemberg. T. Wood. il Ptr Ink 181:29+ O 14 '37
No salesmen needed here; business-paper advertising and direct mail for Lanwade shovel-barrow. il Ptr Ink 179:45-6 Ap 29 '37
Outside the broadside; analysis of 115 dealer mailings. A. M. Howe. il Ptr Ink Mo 34: 39-40+ Ja '37
Pat Casey deposes and says; mailing piece, affidavit style, yields 887 replies and 260 orders for steel wall cabinets. Ptr Ink 180: 61-2 S 2 '37
Return cards; ten methods that build sales and good-will among dealers. il Ptr Ink 179: 65-6+ Je 24 '37
Sales features and dealers; how nine advertisers spotlight talking points to the trade. E. Peterson. il Ptr Ink 179:41, 44, 48-9 Ap 15 '37
Teasers to the trade; What will Nemo spring for spring? il Ptr Ink Mo 34:23 Mr '37
Teaspoons and split peas; how they were used to get dealers to study manufacturer's line closely. Ptr Ink 180:92-3 Jl 22 '37
Testimonial mailings; used in department-store field should be adaptable to other types of outlets. Ptr Ink 180:19-20, 24 S 2 '37
Trade lasts, and firsts; a study of business-paper advertising copy. R. Barrett and W. J. Weir. Ptr Ink 181:14-17 N 4; 57, 60-2 N 11 '37
What S. C. Johnson has learned about making mailing pieces pull. Sales Management 41:20-1+ Jl 1 '37

Directories

Changes in national advertising accounts, personnel, mediums, etc. Published in bi-weekly numbers of Advertising and selling

Economic aspects

Advertising and tobacco; proof that it's not economic waste is seen in study of P.I. index. L. D. H. Weld. Ptr Ink 181:70-2+ O 7 '37
Campus looks at advertising. P. H. Erbes, jr. Ptr Ink Mo 34:58, 60+ Mr '37

Farmers, Appeal to

Advertising's place in rural electrification. E. C. Schuh. Elec West 78:117-18 Je '37
Free power from air! Zenith radio corporation offers farmers new way to run their radios. W. T. Laing. il Ptr Ink 178:54, 58-60+ Ja 14 '37
Promoting a by-product; iodine as ingredient of balanced stock ration. J. J. Nichols. Ptr Ink 178:92-3 Mr 11 '37
Rural advertising; radio. H. Leach. Elec West 78:104-5 Je '37

See also
Advertising mediums
—Farm papers

Finance

If I only had the money! S. E. Leith. Ptr Ink 180:33, 36+ Ag 26 '37

ADVERTISING—*Continued*

History

Helping the world beat a path. S. Tiernan. il Nation's Business 25:76+ Jl '37

Industries, Appeal to

Builds leads for salesmen; Mathews conveyer company's campaign created more than 4,000 requests for book for management executives. il Ptr Ink 181:59-60, 64-6 O 28 '37

Effeminate catalog; Kearney corporation book sells industrial goods but is lady-like in appearance. il Ptr Ink 181:61+ N 4 '37

Ex appeal in machine tool selling; Bullard co. advertises to executives. E. P. Blanchard. il Iron Age 139:22-6 Ja 14 '37

Nuts and bolts and such; stage-setting drama, color sell industrial products. L. J. Ott. il Ptr Ink 179:67-70 My 13 '37

What to do when oversold; an industrial advertising story reveals twin tracks to better dealers. A. Jackson. Ptr Ink 178:6-8 F 4 '37

Inquiries

Coupons in advertising. E. T. Gundlach. Ptr Ink 178:133-6, 138 Ja 28; 95-9 F 4; 97-8+ F 18 '37

Free power from air! Zenith radio corporation offers farmers new way to run their radios. W. T. Laing. il Ptr Ink 178:54, 58-60+ Ja 14 '37

How prompt are sample replies? Adv & Sell 29:62 Ag 26 '37

See also
Follow-up systems

Jobber helps

Letter follow-up for jobbers' prospects sells 4 out of 10. il Sales Management 40:1076 Je 1 '37

Jobbers, Appeal to

Merchandise deals. E. B. Weiss. Ptr Ink 180:58+ Ag 26 '37

"Pop" go 300 distributors, as showmanship is applied; Popular brands, inc. L. M. Hughes. il Sales Management 41:29-30 O 20 '37

What to do when oversold; an industrial advertising story reveals twin tracks to better dealers. A. Jackson. Ptr Ink 178:6-8 F 4 '37

Laws and regulations

Broader advertising control for F.T.C. R. I. Elliott. Adv & Sell 28:27+ Ap 8 '37

By appointment; using the Royal Arms. F. B. Barton. Adv & Sell 28:38+ Ap 8 '37

Car financing under fire. Ptr Ink 177:125-7 D 10 '36

Consumers demand protection! C. O'Day. Adv & Sell 28:36 Mr 11 '37

Drug ad control offered F.T.C.; Lea introduces revised bill. Oil Paint & Drug Rep 131:3+ Mr 29 '37

Drug advertising control by F.T.C. favored by House committee. Oil Paint & Drug Rep 132:3 Jl 12 '37

Drug bill friends shift tactics; weigh desirability of amending old law. Business Week p19-20 N 28 '36

F.T.C. to rule advertising; Lea substitute for Wheeler bill, full text. Ptr Ink 180:29+ Jl 15 '37

Federal trade commission's police record; based on its patrol of the advertising front. E. R. Keyes. il Adv & Sell 28:25-6, 36+ F 11 '37

Fourth food-and-drug fight. Business Week p38+ Ja 16 '37

House committee favorably reports Lea measure to expand powers of commission. Business Week p16 Jl 17 '37

How the FTC proceeds against false advertising claims. Sales Management 41:52+ O 20 '37

Lea bill compromise. Ptr Ink 179:12, 14 My 20 '37

Liquor advertisers: beware! recent Pennsylvania events bring official warning. H. Reiter. Ptr Ink 179:17+ My 27 '37

Liquor and car copy rules. Ptr Ink 180:65 Jl 1 '37

Models in uniform; digest of restrictions governing use of uniforms in advertising. G. Cunningham. il Adv & Sell 29:36, 52 O 21 '37

Pedantic scrupulosity; Federal trade commission overruled in case of Standard education society. Ptr Ink 177:14 D 17 '36

Photos in advertising; model's release doesn't always give adequate protection. L. H. Robinson. Ptr Ink 179:78, 80, 82-4 Je 10 '37

Physician recommends; some suggestions to proprietary manufacturers. F. J. Cullen. Ptr Ink 177:73-4+ D 31 '36

Plan voice for business. P. H. Erbes, jr. Ptr Ink 179:59-61 Je 24 '37

Proposed government reorganization; who will be the czar of advertising? H. Miller. Adv & Sell 29:34, 52+ Je 17 '37

State curbs on liquor advertising. G. Cunningham. il Adv & Sell 29:31-2+ S 9 '37

To ban liquor posters in Virginia. Ptr Ink 178:90 Ja 7 '37

To fight advertising laws; Pacific Coast association. Ptr Ink 179:14 Je 17 '37

U. S. acts to suspend Kessler in fight on phoney liquor claims. il Sales Management 40:407 Mr 1 '37

What advertising should know about my act. W. Patman. Adv & Sell 29:29-31+ S 23; 29-31 O 7 '37

Who shall control advertising? Federal trade commission outmaneuvers the Food & drug administration. Business Week p42+ Ap 3 '37

Would the FTC's purge for advertising cure the patient or kill it? C. F. Lea. Sales Management 41:62-4 Ag 15 '37

Market selection

Better profits from industrial advertising. A. W. Ramsdell. Ptr Ink 181:6-8+ O 7 '37

Full coverage of one market vs. partial coverage of two. Sales Management 41:69-70 Jl 15 '37

Marline rate; a new space-buying tool. J. J. Boyle. Ptr Ink 177:6-8+ N 26 '36

Prospect selection. W. T. Laing. Ptr Ink 181:74, 76-7 N 11 '37

Talk centers of the United States; small towns are vital to advertising. F. Smith. il Adv & Sell 29:38, 60+ S 23 '37

Measurement

For measurable advertising. M. N. Chappell. Ptr Ink 177:87-8, 90-2 N 5 '36; Discussion. 177:61-2+ N 26 '36

Marline rate; a new space-buying tool. J. J. Boyle. Ptr Ink 177:6-8+ N 26 '36

Men, Appeal to

At least, males help buy. S. E. Gill. Ptr Ink 178:81-2 F 18 '37

For men only; is there a family newspaper? by a space salesman. Ptr Ink 180:69+ Jl 22 '37

Men return to the market place. H. A. Salzman. il Nation's Business 25:60+ S '37

Objectives

Coupons in advertising. E. T. Gundlach. Ptr Ink 177:25, 28, 30-2 N 19; 85-8 N 26; 97, 100-2 D 3; 113, 116-17+ D 10; 96-8+ D 17; 73-6 D 24; 80-1, 84-6 D 31 '36; 178:91-5 Ja 7; 79-80+ Ja 14; 108-12 Ja 21; 133-6, 138 Ja 28; 95-9 F 4; 93-9 F 11; 112-17 Mr 18; 87-90+ Mr 25; 179:114-19 Ap 1 '37

Periodicals

People; monthly bulletin, J. Walter Thompson co. Adv & Sell 29:60 Je 3 '37

Planning

Agencies and short-term plans; analysis of 116 opinions. Ptr Ink 180:6-8+ Jl 1 '37

Prize contests

Advertising's greatest prize contest; behind the scenes with Old Gold. il Adv & Sell 29:33-5 My 20 '37

Another mammoth Old Gold contest. il Adv & Sell 29:44 S 9 '37

Arch Preserver repeats contest bringing 54% sales increase. Sales Management 40:847-8 Ap 20 '37

ADVERTISING—Prize contests—*Continued*

Are consumer contests on the way out? M. McAllister. il Adv & Sell 29:38+ Je 17 '37

Ban Old Gold type of contests? Business Week p35-6+ My 22 '37

Banks profit from local enterprise; city-wide treasure hunt. R. J. Isant. il Burroughs Clearing House 21:14-15 D '36

Consumer contest; tie-in with salesmen and retailers. il Ptr Ink 181:94, 96-7 O 14 '37

Contest boosts Old Gold sales. Ptr Ink 178:20 Mr 11 '37

Contest brings testimonials; oil burner company obtained 283 letters. S. S. Strouse. Ptr Ink 179:87-9 Ap 29 '37

Contest common sense; number of returns not necessarily accurate indication of success. E. M. Rushmore. Ptr Ink 179:72, 76 My 13 '37

Dual promotion; a contest that boosted sales and did research work without cost. J. Ungar. Ptr Ink 179:97-8+ Je 10 '37

Four-times contest winner speaks his mind. il Adv & Sell 29:40 Je 3 '37

Gay deceiver—the consumer contest. W. F. Cornish. Adv & Sell 28:33+ Ja 14 '37

Grand prize; 50 cents; Wolf brothers commercial envelopes. Sales Management 41:54 O 20 '37

How to handle contest entries. J. Caples. il Adv & Sell 28:31, 60+ Ja 28 '37

It's still a problem; what is part of an advertisement worth? architect's name omitted from advertisement of his plans by General Electric. J. O'Shaughnessy. Ptr Ink 181:57-8+ N 4 '37

Keen utility tactics; General Electric sponsors power companies' contests. Business Week p15 S 4 '37

National kitchen planning contest sponsored by modernizing bureau. Edison Elec Inst Bul 5:195 My '37

No more prize contests? anti-lottery law. Adv & Sell 29:28 My 20 '37

Old Gold "answers" for sale. R. I. Elliott. Adv & Sell 29:42 My 6 '37

Old Gold contest. il Fortune 16:49-50+ Jl '37

Old Gold contest statistics. Ptr Ink 179:16 Je 24 '37

Old Gold's new contest. Ptr Ink 180:26 S 2 '37

Prospects sell themselves in floor furnace derby; natural gas heating campaign, Meridian, Miss. W. T. Ivey. Gas Age 80:21+ Ag 19 '37

Retail salesmen write copy; Botany worsted mills conduct contest. Ptr Ink 180:87-8 Jl 29 '37

Something new under the sun; contest by direct mail; Watkins liniment. Ptr Ink Mo 35:48 O '37

That Georgia Power home-town electrical contest. Elec W 108:338-40+ Jl 31 '37

That Pepsodent contest. E. T. Gundlach. Ptr Ink 178:76-8 Mr 11 '37

26 prize contests. Ptr Ink 178:75+ Ja 21; 75, 78+ F 18 '37

2,253,125 in this contest; Pepsodent's 1936 event. S. Sherman. il Ptr Ink 178:6-8+ F 25 '37

See also

Radio advertising—Prize contests

Psychology

Direct-mail showmanship; D.M.A.A. in circus array of its annual convention. Ptr Ink 181: 53, 56+ O 21 '37

Inferiority; pay dirt of advertising. C. Fowerbaugh and N. Krichbaum. il Adv & Sell 29:32+ My 20 '37

Public relations clinic at twenty-second annual convention of the Financial advertisers association. H. W. Hepner. Bankers M 135:341-5 O '37

Satisfying the human urges. D. Powell. il Ptr Ink Mo 34:24-6 My '37

You, too, can be beautiful. W. B. Edwards. Ptr Ink 181:11-12+ O 14 '37

See also

Advertising copy

Advertising research

Rates

Advertising rate problems that give space buyers the willies. Sales Management 40: 460 Mr 1 '37

Farm-paper verdict reversed. Ptr Ink 179:64 Ap 1 '37

Inexplicable inanities of newspaper rate structure. Sales Management 41:58+ N 1 '37

Milline murder wherein Mr Jefferson defends his creation against all comers; a look back into history. B. Jefferson. Ptr Ink 179:17+ Je 24 '37

Mississippi press association to systematize rates. Ptr Ink 179:88 My 6 '37

Newspaper norm charts. Ptr Ink 178:24 Mr 11 '37

Robinson, Patman, and rate differentials. J. Benson. Adv & Sell 28:38+ Ap 22 '37

Space buying short cuts. J. J. Boyle. Ptr Ink 179:31-2+ Ap 22 '37

Want higher ad rate. Business Week p47-8 My 8 '37

Returns

Coupons in advertising; how many people read our ads? E. T. Gundlach. Ptr Ink 177:73-6 D 24; 80-1, 84-6 D 31 '36

Coupons in advertising; how many prospects in United States? E. T. Gundlach. Ptr Ink 178:91-5 Ja 7 '37

See also

Advertising—Inquiries

Advertising, Mail—Returns

Samples

See Samples (merchandizing)

Schedules

Seasonal space; study shows when important commodity groups spend magazine dollars. Ptr Ink 177:86-8, 93-4 D 10; 77-8, 82-4+ D 17 '36

When jobbers and dealers poke fingers into the advertising pie. F. J. Wright. Sales Management 40:524+ Mr 15 '37

Schools, Appeal to

Reaching children through schools; educational material from advertisers. E. E. Grumbine. il Ptr Ink Mo 34:16-17+ Mr; 22-4+ Ap '37

Statistics

Advertising activity, tire and gasoline production. L. D. H. Weld. Ptr Ink Mo 33:55, 58 D '36

Advertising and retail trade; P. I. index comparison. L. D. H. Weld. Ptr Ink 180: 49-50, 55 Ag 12 '37

Advertising and tobacco. L. D. H. Weld. Ptr Ink 181:70-2+ O 7; 92, 97-8+ O 21 '37

Advertising developments during 1936. L. D. H. Weld. Ptr Ink Mo 34:49-50 Mr '37

Advertising, 1932-1935. Survey of Cur Business 1936 Sup p21-4 [supplemented in monthly numbers]

Advertising's progress during 1936. L. D. H. Weld. Ptr Ink 177:6-8+ D 31 '36

Agencies bill clients $500,000,000 in 1935. Adv & Sell 28:31+ Ap 8 '37

Agency business-paper linage. Ptr Ink 180:22 S 30 '37

As goes advertising volume—so goes general business trend. L. D. H. Weld. Ptr Ink 179: 30+ Je 10 '37

Bureau of advertising estimates for 1936. Ptr Ink 179:16 Je 17 '37

Chains and advertising; comparison of their growth with P.I. index. L. D. H. Weld. Ptr Ink 180:76-8, 80-1 Jl 22 '37

Cost of magazine advertising, 1932-1935. Survey of Cur Business 1936 Sup p23 [supplemented in monthly numbers]

Cost of magazine advertising; revision, monthly, 1932-36. Survey of Cur Business 17:18 O '37

Do advertising agencies develop new business for media? Ptr Ink Mo 35:17-18+ O '37

Electric power production and advertising. L. D. H. Weld. Ptr Ink Mo 34:47-8 F '37

English advertising volume; publications and radio. Ptr Ink 179:71-2 Je 17 '37

Farm publications; advertising linage for April (monthlies); advertising linage for March (monthlies, semi-monthlies, etc.). Ptr Ink 179:103-5 Ap 15 '37 [cont monthly]

ADVERTISING—Statistics—*Continued*

Five-year linage totals; magazines and farm-paper volume analyzed by amount carried in individual publications. Ptr Ink 178:94+ Ja 28 '37

Have radio dollars come from magazines? Ptr Ink Mo 35:16+ Je '37

How much is spent on advertising? British estimates. Economist 126:395-6, 451-2 F 20-27 '37

Is farm paper advertising keeping pace with recovery? L. D. H. Weld. Ptr Ink Mo 34:38, 42 Ap; 46-7 My '37

January magazine advertising, 1935-1937. Ptr Ink 178:100, 102, 104 Ja 14 '37 [cont monthly]

Magazine and radio expenditures, by industries, 1935 and 1936; tabulation. Sales Management 40:72 Ja 1 '37 [cont monthly]

National advertising linage. Adv & Sell 28:30 Ja 1 '37 [cont monthly, 2d number of each month]

National advertising media; what they did in 1936. Business Week p15 Ja 16 '37

Net gain for advertising; progress for first half of 1937. L. D. H. Weld. Ptr Ink 180:53-4, 56 S 2 '37

Newspaper advertisers; list of 342 companies using more than 150,000 lines in 1936, with magazine, radio, farm-paper expenditures. Ptr Ink 178:65-88 Mr 4 '37

Newspapers, magazines, radio each gain in four major ad groups; expenditure by 394 national advertisers. Sales Management 41:40+ Jl 1 '37

Outlay of 368 advertisers; $106,232,392 invested in magazines, farm papers, radio first half of 1937. Ptr Ink 180:65-9+ Ag 5 '37

Outlay of 322 advertisers during 1935 and 1936 in magazines, farm papers, radio; tabulation. Ptr Ink 178:63-5+ Ja 28 '37

Radio advertising; cost of facilities; revision; monthly, May 1932-Dec. 1936. Survey of Cur Business 17:20 S '37

Seasonal space; study shows when important commodity groups spend magazine dollars. Ptr Ink 177:86-8, 93-4 D 10; 77-8, 82-4+ D 17 '36

Supplementing the charts. Ptr Ink 177:14, 16-17 D 31 '36

See also
Advertising appropriations

Stockholders, Appeal to

Statistics for stockholders; graphs, charts, maps and diagrams used in annual reports. Ptr Ink Mo 35:21-3 Jl '37

Study and teaching

Advertising project; Stanford students present plan for Wesix electric heater. il Ptr Ink 180:76-7 Ag 12 '37

Taxation

Bills to tax advertising. G. S. McMillan. Ptr Ink 178:85+ F 18 '37

Two states seek advertising tax. Ptr Ink 178:132 Ja 28 '37

Terminology

For measurable advertising. M. N. Chappell. Ptr Ink 177:87-8, 90-2 N 5 '36; Discussion. 177:61-2+ N 26 '36

Testing

See Advertisements—Testing; Advertising campaigns—Testing

Women, Appeal to

Advertising to women; specimens of bank ads. Banking 29:45-6 Je '37

Jane Engel dress shop advertising. il Ptr Ink Mo 34:6d, 6f F '37

On selling to women. M. C. Ringland. Ptr Ink 179:17, 20-1+ Je 10 '37

35 manufacturers join in Home Guild plan to sell club women. L. B. Colby. il Sales Management 40:825, 828+ Ap 20 '37

This men-women fight. Ptr Ink 179:17+ Ap 22 '37

To males: dial out! Cadillac fashion broadcast. D. E. Ahrens. Ptr Ink 178:113-15 Ja 21 '37

To men copy writers. M. C. Ringland. Ptr Ink 179:83-6 Ap 8 '37

Young people, Appeal to

See also
Advertising—Children, Appeal to

China

Bombed out of business. H. M. Coleman. il Adv & Sell 30:30+ N 4 '37

Four hundred million customers. C. Crow. 317p $3 Harper '37

Miss China discovers her legs; styles of western civilization, promoted through advertising. C. Crow. il Ptr Ink Mo 35:24-5+ S '37

When you advertise in China; data about newspaper practices. C. Crow. Ptr Ink 180:65-7, 70-1 Jl 29 '37

Europe

Has two wooden legs, yet scales Alpine peaks; more European miscellanies. G. Bijur. il Adv & Sell 29:36, 50 S 23 '37

Russian taught in 31 seconds. G. Bijur. Adv & Sell 29:30+ S 9 '37

Great Britain

English advertising volume; publications and radio. Ptr Ink 179:71-2 Je 17 '37

How much is spent on advertising? Economist 126:395-6, 451-2 F 20-27 '37

Russia

Soviet's unique advertising problem: educating its people to use luxuries. L. Zacharoff. il Adv & Sell 28:42+ Ja 28 '37

United States

Letter to an Englishman; woman copy writer takes exception to his idea that American advertising is unmoral. M. H. Gammon. Ptr Ink 180:71-2+ Ag 12 '37

Venezuela

In Venezuela. L. H. Lewis. Ptr Ink 178:80 F 11 '37

ADVERTISING, Association

Association advertising for manufacturer members; Armco culvert manufacturers association. Ptr Ink Mo 35:26 Ag '37

Cooperative advertising campaign launched by the North Shore plumbing contractors association. il Dom Eng 150:68-70+ N '37

How about national advertising for transit? R. S. Tompkins. il Transit J 80:464-6 D '36

How peach surplus was sold. Ptr Ink 178:109-10 Mr 4 '37

Industry speaks again; next twelve-page campaign of N.A.M. goes to all dailies. Ptr Ink 181:84 N 4 '37

It's better to pull together! il Inland Ptr 99:69, 71 Je '37

Laundries plan joint advertising. Business Week p49-50 Ap 17 '37

National advertising next! NAMBO endorses a plan for bus advertising. Bus Transportation 15:539 D '36

Promoting a by-product; iodine as ingredient of balanced stock ration. J. J. Nichols. Ptr Ink 178:92-3 Mr 11 '37

Salmon canners find advertising pays; open guns on '37 campaign. il Sales Management 40:442+ Mr 1 '37

Southern pine industry fights price competition with advertising; newspapers and direct mail. il Sales Management 41:41-2 Jl 15 '37

Finance

Group advertising funds. Ptr Ink 178:106-7+ F 25 '37

ADVERTISING, Cooperative

Ads sell lettuce; California and Arizona growers campaign. Business Week p25-6 Jl 17 '37

Anthracite takes sales story to consumers. il Coal Age 42:57-8 F '37

Co-op ads increase on Pacific coast. Business Week p54 O 23 '37

ADVERTISING, Cooperative *Continued*

Cooperative advertising gives anthracite industry new life. il Sales Management 41:46-7 S 1 '37

Co-operative campaign sells Philadelphia homes. Bankers M 135:442-4 N '37

National power sales advertising gaining favor. R. D. Hayes. Elec W 108:207+ Jl 17 '37

35 manufacturers join in Home Guild plan to sell club women. L. B. Colby. il Sales Management 40:825, 828+ Ap 20 '37

See also

Advertising, Association

ADVERTISING, Direct

See also

Package inserts

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

Ads against strikes; boom in institutional advertising. Business Week p58-9 O 30 '37

Advertising and safety; traffic accident problem cannot be solved by individual efforts to commercialize it. P. G. Hoffman. Ptr Ink 177:21+ D 24 '36

Advertising as safety aid; replying to Mr. Hoffman. H. G. Kemper. Ptr Ink 178:104-5+ F 11 '37

Advertising serves in war on disease. il Adv & Sell 28:26 Ja 1 '37

Business goes to the polls; how advertising by California chains defeated tax. D. G. McPhee. il Ptr Ink 177:16-17, 20-1+ N 19 '36

Food firm sponsors eat more eggs drive to aid farmers; Albers bros. il Sales Management 40:416 Mr 1 '37

Industry speaks again; next twelve-page campaign of N.A.M. goes to all dailies. Ptr Ink 181:84 N 4 '37

Inside story of California chain tax war. D. Francisco. il Adv & Sell 28:27+ F 11 '37

Lessons from the ballot; chain-store men's experience in California election. Ptr Ink 177:41+ D 31 '36

Modernized sales demotion; opponents of liquor and tobacco are borrowing the techniques and appeals of advertising. P. H. Erbes, jr. il Ptr Ink 179:6-8+ My 13 '37

New school of public relations; the newspaper as a molder of public opinion. W. A. Thomson. Trust Companies 65:330-4 S '37

Not only the sale of goods; restoration of public's confidence in business is advertising's task. R. Moley. Ptr Ink 179:40-1, 44-5+ My 6 '37

Prices are lowest; new evidence and support for campaign. il Dom Eng 150:68-71+ O '37

Problems the stainless steel industry must find a way to solve. J. C. C. Holding. il Sales Management 40:444, 446 Mr 1 '37

Soviet's unique advertising problem: educating its people to use luxuries. L. Zacharoff. il Adv & Sell 28:42+ Ja 28 '37

Walk-over shoes educate, build good will, sell, with sound film. Sales Management 40:236 F 1 '37

Weaknesses of strike copy. D. Gridley. Ptr Ink 178:86, 88-9 Mr 11 '37

See also

Advertising, Association
Advertising, Institutional
Safety advertising
State advertising

ADVERTISING, Foreign

Foreign tang in export house magazine; Allis-Chalmers tractors. il Ptr Ink Mo 35:28 Jl '37

Main streets. M. O'Dea. Ptr Ink 179:29 Je 3 '37

See also

Radio advertising, Foreign

ADVERTISING, Fraudulent

Black rules in advertising case. Ptr Ink 181:12 N 11 '37

Lea bill compromise. Ptr Ink 179:12, 14 My 20 '37

See also

Advertising—Laws and regulations
Advertising ethics

ADVERTISING, Government. See Government advertising

ADVERTISING, Indirect

Bread company wins grocers' support on gift-basket promotion. A. Bradshaw. il Sales Management 39:1038+ D 15 '36

Food firm sponsors eat more eggs drive to aid farmers; Albers bros. il Sales Management 40:416 Mr 1 '37

How Fleischmann's yeast backs up Ripley's bakers' broadcast; radio, newspaper advertising, direct-mail and store display. il Ptg Art Q 66 no 4:57-63 '36

Man of fifty; Squibb campaign. il Adv & Sell 28:34 F 11 '37

No advertising in this film; Swift & company's four-reel talking picture, produced to benefit the baking industry. il Ptr Ink Mo 35:14-15 Ag '37

Why wait? Sears, Roebuck & company farm-paper copy urges young folks to marry. Ptr Ink 181:16 O 14 '37

See also

Advertising, Educational

ADVERTISING, Industrial. See Advertising—Industries, Appeal to

ADVERTISING, Institutional

Ads against strikes; boom in institutional advertising. Business Week p58-9 O 30 '37

Advertising: unfair to organized labor; advertising should not be used as a forum for labor disputes. Adv & Sell 30:29+ N 4 '37

Aluminum's big ads; institutional campaign aimed at consumer. il Business Week p16 O 23 '37

$400,000 aluminum campaign. Ptr Ink 181:100 O 14 '37

Good-will: $1; Jewel Tea takes its customers and employees behind the balance sheet; supplemental report. M. H. Karker. Ptr Ink 179:6-8, 93-4 Ap 29 '37

Milk and safety. Ptr Ink 181:32 O 7 '37

Project a promotion personality. M. Dana. il Adv & Sell 28:44+ Ja 14 '37

ADVERTISING, Library. See Library advertising

ADVERTISING, Mail

Advertising lockwashers; printed pieces that: (1) tell how to use the product, (2) guarantee it, (3) sell related products, (4) build general good-will. R. F. Bellack. il Ptg Art Q 66 no 4:67-70 '36

Association advertising for manufacturer members; Armco culvert manufacturers association. Ptr Ink Mo 35:26 Ag '37

Direct-mail is the amplifier. E. K. Hunt. il Ptg Art Q 66 no 3:82-4 '36

Direct-mail leaders. il Ptr Ink Mo 35:23-6 O '37

Direct-mail question box. F. Egner. Ptr Ink 178:59-60 Mr 4 '37

Direct-mail showmanship; D.M.A.A. in circus array of its annual convention. Ptr Ink 181:53, 56+ O 21 '37

50 direct-mail leaders. Ptr Ink 180:44 S 9 '37

48,084 mail campaigns; how Iron Fireman co-operates with its salesmen through wide distribution of printed materials. il Ptr Ink 180:49+ S 23 '37

Greatest printed campaign in banking history; Bank of America, with its fifty-five branches. D. G. McPhee. il Ptg Art Q 66 no 4:49-56 '36

Kuppenheimer finds a way to win support of retail salespeople; using their photographs in advertising. il Sales Management 40:116+ Ja 15 '37

Little billboards; direct-by-mail campaign, millions of labels identify Bemberg. T. Wood. il Ptr Ink 181:29+ O 14 '37

Mail campaign sells ranges and water heaters to prospects; San Diego consolidated gas & electric co. Elec W 107:300 Ja 16 '37

ADVERTISING, Mail—*Continued*

Mailing piece for use by printers. Published in monthly numbers of Inland printer

No salesmen needed here; business-paper advertising and direct mail for Lanwade shovel-barrow. il Ptr Ink 179:45-6 Ap 29 '37

Outside the broadside; analysis of 115 dealer mailings. A. M. Howe. il Ptr Ink Mo 34:39-40+ Ja '37

Pat Casey deposes and says; mailing piece, affidavit style, yields 887 replies and 260 orders for steel wall cabinets. Ptr Ink 180:61-2 S 2 '37

Photographs for direct-mail advertising; 42 reproductions. Ptg Art Q 67 no 1:23-37 '37

Pontiac's biggest mail campaign: 5,000,000 sales messages in 1937. il Sales Management 40:1073-4 Je 1 '37

Postman rings thrice; advertiser-mailman tells three ways to speed direct mail. A. T. Short. Ptr Ink 177:51-2 D 24 '36

Sampling by mail. il Ptr Ink Mo 35:24-5 Ag '37

Six dynamic direct mail ideas. il Sales Management 40:1078-9 Je 1 '37

600-year-old product meets amateur copy writer; Trinity audit ale. A. Bradbury. il Ptr Ink Mo 35:37-8 Ag '37

Something new under the sun; contest by direct mail; Watkins liniment. Ptr Ink Mo 35:48 O '37

Testimonial mailings; used in department-store field should be adaptable to other types of outlets. Ptr Ink 180:19-20, 24 S 2 '37

What S. C. Johnson has learned about making mailing pieces pull. Sales Management 41:20-1+ Jl 1 '37

See also
Advertisements—Books and booklets
Broadsides (advertisements)
Calendars
Catalogs
Follow-up systems
House organs
Letterheads
Mail order business
Mailing lists
Sales letters

Folders

Folder clinic; retailers tell what they like and don't like. A. M. Howe. Ptr Ink 180:29, 32+ Jl 29 '37

Helps for the utilities; kind of advertising folders they prefer to use. H. M. Andrews. Ptr Ink 180:73-4+ Ag 19 '37

Inland printer offers folder for printers. Inland Ptr 99:48-9 Je '37

The other fellow feeds you; greet him; talk his language! R. L. Wright. Inland Ptr 98:28-30 D '36

They put a good folder to work. H. Millan. il Inland Ptr 98:63 D '36

Printing

Do de luxe sales presentations pay? R. Bernstein. il Ptg Art Q 67 no 1:134-5 '37

Extraordinary design for ordinary printing; specimens of calendars, house organ covers, booklet covers. W. G. Smythe. Ptg Art Q 66 no 4:19-23 '36; 67 no 1:142-7 '37

Lithography for advertisers. il map Ptr Ink Mo 34:75-8+ My '37

Please bid on my printing! E. K. Hunt. il Ptg Art Q 66 no 4:64-6 '36

Return cards

Return cards; ten methods that build sales and good-will among dealers. il Ptr Ink 179:65-6+ Je 24 '37

Returns

Cold list mailing; 9% yield; results from combination business-paper and direct-mail effort; Read machinery company. Ptr Ink 180:45-6+ S 9 '37

5,000 mailing, 400 new accounts; Romine gas stove connection. il Ptr Ink Mo 35:26+ S '37

Sells 5 per cent of mail list; Buhl foundation advertises expensive book. C. V. Starrett. il Ptr Ink Mo 35:35-6 O '37

Schedules

How long between letters? Sales Management 40:1198 Je 15 '37

Testing

All can now be told; Republican club of Massachusetts membership direct-mail campaign. W. Cochrane. Ptr Ink 179:91-2+ Je 10 '37

ADVERTISING, National

Aspirin wins! irritation-association method of advertising evaluation. D. Houghton. Ptr Ink Mo 34:32+ My '37

Battle of the brands; consumer analysis in Milwaukee shows dominance of national over private labels. Ptr Ink 179:60, 64-5+ Ap 29 '37

Brand of gain; study of British trade marks. D. W. Walton. Ptr Ink 179:32-4, 38 Je 3 '37

Brief for brands; how and why national advertising works for benefit of good retailer. A. R. Kneibler. Ptr Ink 180:15-16 S 30 '37

Chains and cut prices; opposing Wm. H. Ingersoll's ideas about fair-trade decision. G. M. Lebhar. Ptr Ink 178:100-2 F 11 '37

Coupons in advertising. E. T. Gundlach. Ptr Ink 177:25, 28, 30-2 N 19 '36

Disappointed retailer; slip-up between national advertising and retail distribution. A. H. Van Voris. Ptr Ink 177:30 D 31 '36

Fair trade laws force brands issue. R. I. Elliott. il Adv & Sell 28:31+ Ap 22 '37

Fortune survey; advertised brands. Fortune 16:104 Jl '37

Lift for advertising; fair-trade decision's probable effects foretold from Ingersoll's experience with dollar watches. W. H. Ingersoll. Ptr Ink 177:57-8, 60-2 D 24 '36

Mail-order confession. Ptr Ink 180:92 S 16 '37

Merchandising in a rising price market; the status of branded lines. L. Valenstein. il Adv & Sell 28:42+ Mr 25 '37

National advertising as a public servant. W. H. Ingersoll. Ptr Ink 178:6-8+ Mr 11 '37

National advertising needs sharper consumer angle. C. B. Larrabee. Ptr Ink 179:16-17, 20-1 My 13 '37

National brands gain; parent-teachers' inventory of Cleveland kitchens. Ptr Ink 179:66, 68-70 Ap 8 '37

No private brand paradise; fair-trade laws, merely permissive. W. H. Ingersoll. Ptr Ink 178:29+ Ja 21 '37

Photographs for national advertising; reproductions. Ptg Art Q 67 no 1:75-97 '37

Price-fixing laws boom advertising. Am Business 7:32+ Ja '37

So you're pushing private brands? an answer to Krasne and others. F. J. Wright. il Sales Management 41:25-6+ Jl 15; 36-8 Ag 1 '37

Store backs national brands; co-operative program offered manufacturers by Crowley-Milner, Detroit. Ptr Ink 180:12+ Ag 26 '37

This fair-trade dilemma. C. B. Larrabee. Ptr Ink 180:14-17 S 16 '37

What colors are most popular with national advertisers? K. Tucker. Adv & Sell 28:100, 102+ F 25 '37

See also
Advertising appropriations
Advertising campaigns
Private brands

Statistics

See Advertising—Statistics

ADVERTISING, Outdoor

Believe in signs; outdoor advertising brings business to a fixed base operator; flying instructions traded for commodities. W. D. Burdette. il Aviation 36:34-5 S '37

Outdoor progress; four groups meet in St Louis. Ptr Ink 181:36+ N 4 '37

Showmanship sells brick; unusual outdoor and other advertising, Virginia-Carolina clays, inc. H. P. Grier, jr. il Brick & Clay Rec 91:188-9+ O '37

See also
Electric signs
Posters

ADVERTISING, Point-of-sale

Displays that stay. il Ptr Ink Mo 33:63-6+ D '36

Point-of-purchase influence of women's magazines. il Food Ind 9:597, 600 O '37

ADVERTISING, Point of sale—*Continued*
Point of sale, inc. to legalize outlawed advertising allowances. il Food Ind 9:514-15 S '37
Point of sale space; agency organized to make groceries a profitable advertising medium. Business Week p22+ Jl 17 '37
To stimulate ideas for displays; fifty questions for the advertiser to check. N. I. Leigh. Ptr Ink Mo 34:50+ F '37
Your point of sale advertising should feature companion items says grocery chain operator. C. S. Funnell. Sales Management 41:17 Jl 1 '37
See also
Advertising—Dealer helps
Labels—Show cards

ADVERTISING, Radio. *See* Radio advertising

ADVERTISING, Soliciting of
Abuse of the survey idea; by an industrial paper advertising manager. Ptr Ink 178:16-17, 80+ Mr 4 '37
Develop a personnel inventory and unearth plus talents in selling space, time and agency service. J. Truscott. Adv & Sell 29:48+ O 7 '37
Father writes son; reply to irritated sales manager. Ptr Ink 180:43-4+ S 30 '37
Five tragic cases; agent complains about newspapers. B. E. Brandt. Ptr Ink 178:81-2 Ja 7 '37
Friend in court; business press needs representation when advertisers plan schedules. M. P. Hanford. il Adv & Sell 29:30+ Jl 1 '37
How surplus tax laws favor advertising. J. K. Lasser. Adv & Sell 28:29-30+ D 3 '36
Irritated sales manager; objects to educating our advertising solicitors. R. Garretson. Ptr Ink 180:73-6 S 9 '37
Million multipliers; by a space salesman. Ptr Ink 179:93-6 Je 3 '37; Reply (Space buyer's defense) S. H. Jewett. 180:18-9 Jl 1 '37
Son fights father; a wide-open call for real ideas from advertising salesman aged 25 or 70. R. Garretson. Ptr Ink 181:37+ O 7 '37
Starting a new life; how to apply the technique of tiger hunting to space selling. F. R. Crowe. Sales Management 40:76+ Ja 1 '37
Thoughts on space selling. D. Nichols. Ptr Ink 180:11 S 9 '37
To business paper salesmen, advertising agent tells how their solicitations can be valuable to him. R. S. Hanford. Ptr Ink 178:55+ F 11 '37
Troubles of a space buyer; some common-sense suggestions for salesmen. F. M. Wright. Ptr Ink 179:57-60 Ap 1 '37
When jobbers and dealers poke fingers into the advertising pie. F. J. Wright. Sales Management 40:524+ Mr 15 '37
See also
Audit bureau of circulations

ADVERTISING, State. *See* State advertising

ADVERTISING affiliation
Annual convention, Erie, Pa. Ptr Ink 179:40 My 20 '37

ADVERTISING agencies
Advertising agency alumni. B. M. Lubeck. il Ptr Ink 180:102+, 107-8 Ag 5 '37
Agencies and short term plans; analysis of 118 opinions. Ptr Ink 180:6-8+ Jl 1 '37
Agency birth pains. Ptr Ink 177:21, 24+ D 10 '36
Agency operation. H. Blackett. Ptr Ink 180:33, 36, 38-40 Ag 12 '37
Agency profits under fire; conclusions drawn from statement of billings in census report. J. D. H. Wold. Ptr Ink 179:77+ My 13 '37
Agency web meets; Continental agency network. Business Week p32+ S 18 '37
Another mid western ad man remembers; Lord & Thomas, grand daddy of modern agency practice. Adv & Sell 29:40+ My 20 '37
Do advertising agencies develop new business for media? Ptr Ink Mo 35:17-18+ O '37
Ethical planning under the Cleveland media plan. Adv & Sell 28:42+ N 19 '36
First agency census. A. E. Haase. Ptr Ink 179:82+ Ap 1 '37
How advertising executives cope with people who offer ideas for sale. R. I. Elliott. Adv & Sell 29:29-30+ Ag 12, 42 Ag 26 '37
1937 trends in agency practice, medium sized agencies. F. Contant. Adv & Sell 29:33-4 S 23 '37
Psst; advertising agency man complains of interruptions. H. Powel. Ptr Ink 178:6-8+ Mr 18 '37
Re: Henry B. Humphrey. M. O'Dea. Ptr Ink 179:29, 82-3+ My 20 '37
Small, but he likes it. Ptr Ink 178:117-18 Ja 21 '37
Three agency questions; increased costs of service; spreading the load of planning and list-building; and summer activity. Ptr Ink 180:81-2+ Jl 8 '37
$2,000 verdict for agency idea. Ptr Ink 178:12 F 4 '37
What is advertising agency's real function? D. Dunne. il Ptr Ink Mo 35:14-15+ Jl '37
See also
Advertising, Soliciting of

Art departments
Artistic torture—a survey conducted by the Art directors' club. S. Peabody. Adv & Sell 29:44+ My 6 '37

Client cooperation
Agency takes clients on production tour. il Ptr Ink Mo 35:57-8 S '37
Check list for client cooperation. H. K. Dugdale. Adv & Sell 29:37+ My 6 '37
Clients are people; their sales are more important than agency's pet ideas. W. J. Weir. Ptr Ink 178:25, 28 Ja 28 '37

Commissions
New Canadian radio franchise. Ptr Ink 180:24 Ag 5 '37

Contracts
Keeping right with the agency. Ptr Ink 178:92 F 11 '37

Employees
Agency group looks to colleges. Ptr Ink 180:32 Ag 19 '37
Agency summer operations. Adv & Sell 29:32 Je 3 '37
College men wanted, maybe. J. K. Massey. Ptr Ink 180:20+ S 23 '37
Develop a personnel inventory and unearth plus talents in selling space, time and agency service. J. Truscott. il Adv & Sell 29:48+ O 7 '37
How advertising agencies handle tomorrow's executives; to train talent or to buy it? W. A. Lowen. Adv & Sell 30:34+ N 4 '37
Ye olde advertising men (aged 35). Ptr Ink 180:6-8+ Ag 5 '37

Film departments
Films in the agencies. S. H. Walker and P. Sklar. Ptr Ink 180:6-8, 12+ S 30 '37
Motion picture question box; how can the advertising agency keep pace? il Adv & Sell 29:49-50+ O 21 '37

Management
Let's have a meeting; agency found a substitute for conferences. H. J. Kaufman. Ptr Ink 180:61-2 Jl 15 '37
Small agency oils up its cash register. Adv & Sell 28:70+ F 25 '37
Trade lasts, and firsts, a study of business paper advertising copy. R. Barrett and W. J. Weir. Ptr Ink 181:11-17 N 4 '37

Radio departments
Advertising agency and radio; eight requirements for organizing and operating a radio department. B. J. Hauser. Ptr Ink 181:6-8 N 11 '37
Radio departmentia praecox. R. Perkins. Ptr Ink 177:53-4+ D 24 '36

ADVERTISING agencies—*Continued*

Selection

How we select an agency. Ptr Ink 177:6-8, 97-8+ N 19; 24-5+ N 26; 73, 76-8+ D 3 '36
North Carolina and the agencies. J. A. Wales. Ptr Ink 180:29+ Jl 1 '37

Service

How we select an agency. Ptr Ink 177:77 D 3 '36

Space buyers

Are space buyers too lazy to dig out the real space values? Sales Management 40: 1108+ Je 1 '37
Five tragic cases; agent complains about newspapers. E. S. Brandt. Ptr Ink 178:81-2 Ja 7 '37
Milline maligners; by a space salesman. Ptr Ink 179:25-6 Je 3 '37; Reply (Space buyer's defense). S. B. Jewett. 180:45-6 Jl 1 '37
Milline, yes, but there's more to space buying than this; by an agency executive. L. V. Wallace. Ptr Ink 179:33, 36 Je 17 '37
Sorry—but we buy only evening papers for the Zilch account. Sales Management 40: 982+ My 15 '37
Troubles of a space buyer; some commonsense suggestions for salesmen. F. M. Wright. Ptr Ink 179:57-60 Ap 1 '37

ADVERTISING allowances
Advertising allowance back; 75% of manufacturers restore plan with modifications. Ptr Ink 178:45-6+ Mr 25 '37
Allowance can be decent. C. B. Larrabee. Ptr Ink 178:17, 20-1+ F 11 '37
Allowances under Patman. H. M. Foster. Ptr Ink 181:37, 40+ O 28 '37
Is Wright Patman right? about the effects of his act on advertising? W. Sammons. Adv & Sell 30:23, 42+ N 4 '37
Little lessons in big business; business man attempts to explain things to his son. G. Scholefield. Adv & Sell 28:38 Mr 11 '37
Point of sale, inc. to legalize outlawed advertising allowances. il Food Ind 9:514-15 S '37
Point-of-sale space; agency organized to make groceries a profitable advertising medium. Business Week p22+ Jl 17 '37
Survey of national advertisers shows R-P act has not killed off cost-sharing ad deals. Sales Management 40:613-15 Ap 1 '37
What advertising should know about my act; how to determine advertising allowances. W. Patman. Adv & Sell 29:29-31+ S 23; 29-31 O 7 '37
What do food distributors want from manufacturers? questionnaire to 715 distributors. Adv & Sell 29:21, 38+ Jl 1 '37

ADVERTISING and bankers
See also
Bank advertising

ADVERTISING and salesmen
Sales and advertising coordination. H. N. Baum. Adv & Sell 29:60 O 7 '37
Salesmen and advertising; ways that advertising helps salesmen. J. A. Murphy. Iron Age 138:90-3 D 3 '36

ADVERTISING and stockholders
Let stockholders know; advertising ignored in most annual reports. A. M. Howe. Ptr Ink 180:71-4+ Jl 15 '37; Discussion. 180:53-4 Jl 29 '37

ADVERTISING appropriations
Advertising boosted by new tax on undistributed earnings. Business Week p14-15 Ja 16 '37
Advertising reduces your taxes! C. N. Everett. Inland Ptr 98:64-5 D '36
Advertising reserves; companies in general and industrial fields tell experiences. Ptr Ink 179:71-4 My 27 '37
$5,650,000 for state advertising; appropriations, 1936, 1937, tabulated by states. G. Cunningham. il map Adv & Sell 30:28, 69-72 N 4 '37
41 advertisers; $93,462,042. Ptr Ink 178:105-6 Ja 28 '37
How eight drug competitors split their advertising dollars; pictograph. Sales Management 41:39 O 1 '37
How 41 big firms initiate and clear sales and advertising budgets. J. A. Murphy. Sales Management 41:20-2+ S 15; 30+ O 1; 22+ O 20 '37
How 150 figure the advertising budget. Ptr Ink 179:6-8, 96+ Ap 15 '37
How surplus tax laws favor advertising. J. K. Lasser. Adv & Sell 28:29-30+ D 3 '36
How to keep the advertising budget flexible. Ptr Ink 179:48-9, 52+ My 20 '37
If I only had the money! S. E. Leith. Ptr Ink 180:33, 36+ Ag 26 '37
Isolate for profit! A. E. Haase. Ptr Ink 180: 16-17+ Jl 1; 69+ Jl 8 '37
Mr Wrigley's lesson; study in continuity and sufficiency. Ptr Ink 181:92-3 O 28 '37
126 advertisers describe budget methods. Ptr Ink 179:72-3, 76 My 6 '37
Outlay of 368 advertisers; $106,232,392 invested in magazines, farm papers, radio first half of 1937. Ptr Ink 180:65-9+ Ag 5 '37
Outlay of 322 advertisers during 1935 and 1936 in magazines, farm papers, radio; tabulation. Ptr Ink 178:63-5+ Ja 28 '37
Twelve leading advertisers. Ptr Ink 178:64 Ja 21 '37
Why space appropriation methods change. Ptr Ink 179:16-17+ Ap 29 '37

ADVERTISING art
Commercial art as a career. C. Wade. 101p $2 Pitman '37
Creative artists, 1937. 2p, 62 pl Sackett & Wilhelms lithographing corp, New York; Boston '36
Why the Art directors' show. D. Uptegrove. Adv & Sell 28:32+ Ap 22 '37
See also
Advertisements, Pictorial
Fashion drawing

Exhibitions

Catalog of the Printing art quarterly's 1936-1937 exhibition of advertising photography, Sherman hotel, Chicago, April 28-30; with reproductions and index. Ptg Art Q 67 no 1:22A-22H, 23-97 '37

ADVERTISING artists
See also
Averill, John

ADVERTISING as a profession
Admen who hate their jobs. Adv & Sell 29: 32+ O 7 '37
Blind, but confident; in search for advertising job. Ptr Ink 177:108-9 D 10 '36
Down but not out; copy writer who started his own business. Ptr Ink 180:37, 40-1+ Ag 19 '37
Get a job, any job! first step for breaking into advertising. H. L. Klein. Ptr Ink 178: 45, 48+ Mr 11 '37
Help wanted; aspiring junior questions those who have arrived in advertising. Ptr Ink 179:45+ My 13 '37
Making of a copy-writer. T. H. Thompson. Adv & Sell 29:36+ S 9 '37
With agency experience. W. A. Armstrong. Ptr Ink 178:102-3 Ja 7 '37
See also
Advertising agencies
Advertising copy writers
Advertising ethics
Advertising managers

ADVERTISING associations
Convention dates. Published in weekly numbers of Printers' ink

ADVERTISING awards
Administrative board announces honors list for 1936. il Business Week p53-4 F 27 '37
Annual advertising awards, 1936. il Adv & Sell 28:43-71 F 25 '37
Annual advertising awards, 1936. Ptr Ink 178:89-90 F 25 '37
Annual advertising awards, 1937; Administrative board, regulations, etc. Adv & Sell 29:25-6 Jl 15 '37
Art directors medals awarded. Ptr Ink 179: 106-7 Ap 15 '37
Direct-mail leaders. il Ptr Ink Mo 35:23-6 O '37
Editor and publisher awards. Ptr Ink 179:90 Ap 8 '37

ADVERTISING awards—*Continued*

Industrial advertisers meet; prizes awarded for best campaigns. Iron Age 140:64-5 S 30 '37

Life advertising association awards. Spectator (Life ed) 137:33 N 26 '36

Mary Pentland wins Snapp award. Ptr Ink 179:85 Je 24 '37

More proof, less proofs; results of campaigns should be stated. P. Hollister. Adv & Sell 30:22 N 4 '37

Outdoor design awards. il Ptr Ink 177:84 N 19 '36

Outdoor winners. il Ptr Ink 177:91 N 26 '36

Purposes of the annual advertising awards. S. Peabody. Adv & Sell 28:72+ F 25 '37

Utilities copy awards. Ptr Ink 179:86-7 Je 24 '37

Winners of newspaper advertising contest for electrical gift month are announced. Edison Elec Inst Bul 5:383 S '37

ADVERTISING campaigns

Advertising campaigns. Published in semi-monthly numbers of Sales management

Amateur shows on truck help build volume for west Texas tire distributor. il Sales Management 40:408 Mr 1 '37

Armour's largest campaign. Ptr Ink 178:36 Ja 7 '37

Armour's meal of the month off on third bigger and better year. il Sales Management 40:171+ Ja 15 '37

Feed firm sponsors eat more eggs drive to aid farmers; Albers bros. il Sales Management 40:416 Mr 1 '37

Greatest printed campaign in banking history; Bank of America, with its fifty-five branches. D. G. McPhee. il Ptg Art Q 66 no 4:49-56 '36

How Bowey's put across a product dealers didn't want; Dari-Rich, a chocolate base milk drink mix. il Sales Management 39:914, 918 D 1 '36

How 41 big firms initiate and clear sales and advertising budgets. J. A. Murphy. Sales Management 41:30+ O 1; 22+ O 20 '37

Meyercord co. to invade homes with decalcomania decorative transfers. il Sales Management 40:44 Ja 1 '37

Trade lasts—and firsts; writing of more effective consumer copy, by remembering the trade. R. Barrett and W. J. Weir. Ptr Ink 181:57, 60-2 N 11 '37

See also

Advertising. Association

Buy-at-home campaigns

Testing

Jelke wins 70% distribution in 4 weeks in Indianapolis test drive on new cheese; newspaper advertising, a sampling campaign and dramatic point-of-sale material. il Sales Management 40:30-1 Ja 1 '37

Pre-testing a national newspaper campaign. R. Sheldon. il Adv & Sell 29:26-8+ Je 3 '37

Testing advertising marksmanship; sales pretesting. F. Coutant. Adv & Sell 29:32+ Jl 29 '37

ADVERTISING cards

Cigar stores sell advertising space behind counters. Ptr Ink 178:140 Ja 28 '37

Ford's national car card campaign. il Adv & Sell 28:40 Ap 8 '37

See also

Advertising cut-outs

Show cards

ADVERTISING characters

Boy and slate come to life in billboard campaign. il Nat Pet N 29:40+ Je 16 '37

Reddy Kilowatt becomes an international figure. il Edison Elec Inst Bul 4:444 N '36

Story of Chessie. O. Proctor. il Adv & Sell 28:36 D 17 '36

Trade character revived; Jelke Dutch girl. il Ptr Ink Mo 34:25 Ap '37

ADVERTISING clubs

Advertising clubs breakfasts. Ptr Ink 179:85-6 Je 24 '37

ADVERTISING contests. See Advertising—Prize contests

ADVERTISING copy

Advertising's pun center, it's in London. E. Green. il Ptr Ink 180:17, 20+ Jl 22 '37

All-purpose copy chart. J. D. Cathcart. Ptr Ink 178:37+ F 25 '37

And now concerning copy. Published in bi-weekly numbers of Advertising and selling

Domestic pun production. D. E. Rowan. Ptr Ink 180:21, 24 Ag 12 '37

Ex appeal in machine tool selling; Bullard co. advertises to executives. E. P. Blanchard. il Iron Age 139:22-6 Ja 14 '37

5000 food selling phrases. A. Todoroff. 238p Grocery trade pub. house, 755 N. Central av, Chicago '37

Four don'ts for the coupon advertiser. B. Brady. il Adv & Sell 28:31, 62-3 D 17 '36

Having a good time, wish you were here. A. B. Reincke. Adv & Sell 29:50 Je 17 '37

How eloquent is the copy you don't write? J. T. Mangan. Adv & Sell 28:32 D 3 '36

How to write advertisements. K. S. Howard. 257p $2 McGraw-Hill '37

How to write advertising. K. M. Goode. 168p bibliog(p157-8) pa $1 Longmans '36

Ideas about ideas; reprinted from 1927 Printers' ink. G. Gilpatric. Ptr Ink Mo 33:22+ D '36

Inside the broadside. A. M. Howe. il Ptr Ink Mo 34:26-7+ F '37

Is one picture worth 10,000 words? not if they're the right kind of words. M. B. Cutler. il Ptg Art Q 67 no 1:124 '37

Is your advertising good humored? T. Cumings. il Adv & Sell 29:34-5+ My 6 '37

Less than 100 words; small-space advertisers convey convincing message. Ptr Ink 178:71, 74-5 Ja 7 '37

Life among the liquor ads; whiskey adopting role of great educator. P. H. Erbes, jr. Ptr Ink 178:25+ Mr 4 '37

Look for the liability. W. J. Weir. Ptr Ink 177:31-2+ D 31 '36

On telling the truth. G. B. Hotchkiss. Ptr Ink 178:6-8+ Ja 7 '37

Pat Casey deposes and says; mailing piece, affidavit style, yields 887 replies and 260 orders for steel wall cabinets. Ptr Ink 180:61-2 S 2 '37

Personal tastes and business profits; ad-judging contests. C. Rheinstrom. Adv & Sell 29:34 Je 3 '37

Retail salesmen write copy; Botany worsted mills conduct contest. Ptr Ink 180:87-8 Jl 22 '37

Satisfying the human urges. D. Powell. il Ptr Ink Mo 34:24-6 My '37

Selling to experts; lesson for advertisers in many other lines. M. K. Powers. Ptr Ink 179:29+ My 6 '37

Shell's fun-test. H. Powel. il Adv & Sell 29:24 Jl 1 '37

So what? Aesop Glim, pseud. Ptr Ink 180:62+ Ag 5 '37

Some pun; defense of word-play in advertising. P. Cameron. Ptr Ink 180:43-4+ Ag 26 '37

Wanted: the-word-of-the-year for 1937. A. Graham. Adv & Sell 28:95 F 25 '37

When pictures inspire copy. A. Brashears. il Adv & Sell 29:25+ Je 3 '37

Yardsticks for headlines and copy. B. A. Stebbins. Adv & Sell 29:42 Je 3 '37

Youth looks at advertising. J. Frankel. Ptr Ink 180:64+ Jl 8 '37

See also

Advertisements—Testing

Advertisements, Humorous

Advertising ethics

Sales letters

Competitive copy

Califlorida orange growers fight. Business week p20+ Ja 9 '37

Prima donnas at war; by a magazine publisher. Ptr Ink 180:17+ Jl 8 '37

Prof. Jim Crack in lions' den lifts Old American sales 600%; capitalizes doubtful claims made by competitors. il Sales Management 40:406-7+ Mr 1 '37

U.S. government and A.M.A. enter California—Florida citrus fight. il Sales Management 40:300-1 F 15 '37

ADVERTISING copy—*Continued*

Dealers' service

Trade-marked service; United motors service advertises products and also 2,000 dealers. H. C. Smith. il Ptr Ink 178:28-9, 32+ Mr 11 '37

Demonstrations and tests

Torture wheel; Douglas advertising idea. T. H. Thompson. il Ptr Ink 180:17+ S 30 '37

Dramatic quality

Showmanship by mail; coal is only coal, but these clever letters dramatized it with good results. Ptr Ink 181:73-4, 76+ O 14 '37

Showmanship in three points and six squints. K. M. Goode. Adv & Sell 29:54 O 21 '37

Fear appeal

Advertising serves in war on disease. il Adv & Sell 28:26 Ja 1 '37

Humor

See Advertisements, Humorous

Language, style, etc.

And now concerning copy; advertisements in Fortune. H. Powel. il Adv & Sell 29:36 Je 17 '37

And now concerning copy; art of compression. H. Powel. Adv & Sell 28:30 Mr 11 '37

Better word for better; for clarity and speed, the copy writer should avoid the words with too many meanings. Aesop Glim, pseud. Ptr Ink 180:21+ Jl 29 '37

Grandpa favored plain talk. R. M. Blankenbaker. Adv & Sell 29:29+ Jl 1 '37

Job for a grim society; literary enlightenment of the hairy-chested. A. H. Little. Ptr Ink Mo 34:21-2+ F '37

Kenneth Mackarness Goode's rules against bad writing. H. Powel. Adv & Sell 28:37 Mr 25 '37

Let yourself go! T. H. Thompson. Adv & Sell 29:44 Jl 1 '37

Skinfuls of thought; keeping copy out of contempt of court. A. H. Little. Ptr Ink Mo 35:50+ Je '37

Willing words defended. A. M. Miller. Ptr Ink 179:33, 36 Ap 29 '37

See also
Advertising copy
writers

Local pride appeal

Chase & Sanborn fight New Orleans coffee roasters with their own weapons. R. G. Drown, jr. il Sales Management 39:895+ D 1 '36

Luxury appeal

Snob appeal. il Ptr Ink 178:61-4 Mr 25 '37

Moving picture tie-in

How do manufacturers get those Hollywood endorsements? K. Campbell. il Sales Management 41:28-9 O 1 '37

Washington gas light co. ties-in with moving picture "Penny wisdom." C. McFarland. il Am Gas Assn Mo 19:262+ Jl-Ag '37

Negative appeal

Inferiority; pay dirt of advertising. C. Fowerbaugh and N. Krichbaum. il Adv & Sell 29:32+ My 20 '37

See also
Advertising copy—
Fear appeal

News interest

Coronation; how America is capitalizing on Britain's coming festivities. W. F. Howell. il Ptr Ink Mo 34:16-17 Ja '37

Windsors' trip, and business; may be used to promote various products. Business Week p18+ N 6 '37

Premium offers

Copy angles for premiums. D. Gridley. il Ptr Ink Mo 34:49-50+ Ja '37

Five premium ideas. il Ptr Ink Mo 34:35-6 Ap '37

Instruments of urgency; putting a quick sale hook into the national advertising message. P. H. Erbes, jr. il Ptr Ink Mo 34:13-15+ My '37

Premiums for large unit sellers. il Ptr Ink Mo 35:53-4 O '37

Price appeal

Fair-trade answer to Sears and Ward; manufacturer returns fire. Ptr Ink 180:6-8, 76-8 Ag 26 '37

Merchandising in a rising price market; price scare advertising by retailers. L. Valenstein. il Adv & Sell 28:28+ F 11 '37

1937 answer to Macy's. W. H. Ingersoll. il Sales Management 41:18-19, 44-5 Ag 1 '37

Sears and Ward fight advertised merchandise; state fair-trade acts bring about open warfare against nationally known drugs and cosmetics. il Ptr Ink 180:14-17, 20 Ag 12 '37

Price justification

See also
Sales letters—Price
announcements

Price quoting

New car ad policy. Business Week p16 D 26 '36

Pseudo-science

Alice in vitaminland. M. O'Dea. Ptr Ink 180:61 Jl 8 '37

Science in advertising. Ind & Eng Chem 29:245-6 Mr '37; Excerpt. Sci Am 156:325-6+ My '37

Quality appeal

Certified steel; Ryerson finds individual advertising appeal in field where good service is standard. il Ptr Ink 181:71-3 N 11 '37

What to do when oversold; an industrial advertising story reveals twin tracks to better dealers. A. Jackson. Ptr Ink 178:6-8 F 4 '37

Radio tie-in

Radio personalities on display. il Ptr Ink Mo 35:22 O '37

Reason appeal

Client, does he want news? F. Fenton. Adv & Sell 29:44+ My 20 '37

Hidden sales messages; why make prospect hunt for the point? A. M. Howe. il Ptr Ink 181:41+ O 7 '37

National advertising needs sharper consumer angle. C. B. Larrabee. Ptr Ink 179:16-17, 20-1 My 13 '37

Sells 5 per cent of mail list; Buhl foundation advertises expensive book. C. V. Starrett. il Ptr Ink Mo 35:35-6 O '37

Too common to be told? perusal of copy in a Sunday resort and travel section. F. Bertram. il Adv & Sell 29:46+ My 6 '37

Revision

Client, does he want news? F. Fenton. Adv & Sell 29:44+ My 20 '37

Let's call Bill in; copy conference, wherein agency contact man finds life hard. Ptr Ink 180:84-5 Jl 29 '37

Patchwork copy; when too many editors operate on an advertisement. Aesop Glim, pseud. Ptr Ink 180:29+ Ag 26 '37

Romance appeal

Markets and marriage. P. H. Erbes, jr. Ptr Ink 180:6-8+ Jl 29 '37

Safety appeal

Milk and safety. Ptr Ink 181:32 O 7 '37

Safety theme pushes Rex-Watson sales curve to a new high. H. D. Sparks. il Sales Management 41:26+ S 1 '37

Sex appeal

Cult of dirt. F. W. Browin. il Ptr Ink 178:16-17, 20+ F 4 '37

Defense of sex-appeal. E. M. Shafrin. Ptr Ink 178:69-70 F 18 '37

How audacious will advertising become? N. Krichbaum. il Adv & Sell 28:29-30+ Mr 25 '37

In defense of prudery. M. K. Powers. Ptr Ink 178:15-17 Mr 11 '37

ADVERTISING copy—Sex appeal—*Continued*

Pretty girls in advertising. J. H. Buswell. Ptr Ink 179:97 My 6 '37

Should sex be dragged in by the heels? C. Fowerbaugh and N. Krichbaum. il Adv & Sell 28:31-2+ D 3 '36

Special offers

Instruments of urgency; putting a quick sale hook into the national advertising message. P. H. Erbes, jr. il Ptr Ink Mo 34:13-15+ My '37

Teaser copy

Teasers to the trade; What will Nemo spring for spring? il Ptr Ink Mo 34:23 Mr '37

Testimonials

Are paid testimonials truthful? Lucky Strike thinks they can be. il Sales Management 40:502-3 Mr 15 '37

Contest brings testimonials; oil burner company obtained 283 letters. S. S. Strouse. Ptr Ink 179:87-9 Ap 29 '37

Dear Mr Powel: Cutty Sark advertising on bottles. R. J. Misch, jr. Adv & Sell 28:32 Mr 11 '37

How do manufacturers get those Hollywood endorsements? K. Campbell. il Sales Management 41:28-9 O 1 '37

Testimonial mailings; used in department-store field should be adaptable to other types of outlets. Ptr Ink 180:19-20, 24 S 2 '37

Those precocious Dionnes; they can speak French; list of the advertisers who have paid them $861,148.39. P. H. Erbes, jr. Ptr Ink 179:6-8, 12+ Ap 1 '37

Using the user hurdles the cost complex. J. H. Reed. il Gas Age 80:21+ N 11 '37

Testing

See Advertisements—Testing

Themes

Look for the liability. W. J. Weir. Ptr Ink 177:31-2+ D 31 '36

Trade lasts—and firsts; writing of more effective consumer copy, by remembering the trade. R. Barrett and W. J. Weir. Ptr Ink 181:57, 60-2 N 11 '37

Vanity appeal

You, too, can be beautiful. W. B. Edwards. Ptr Ink 181:11-12+ O 14 '37

Weather appeal

Do something about the weather in advertising! C. M. Wilson. Adv & Sell 28:75+ F 25 '37

ADVERTISING copy writers

Artistic torture—a survey conducted by the Art directors' club. S. Peabody. il Adv & Sell 29:44+ My 6 '37

Down but not out; copy writer who started his own business. Ptr Ink 180:37, 40-1+ Ag 19 '37

Keep the copywriter fresh! M. C. Brandsness. Adv & Sell 28:33+ F 11 '37

Making of a copy-writer. T. H. Thompson. Adv & Sell 29:36+ S 9 '37

Mid-western ad man remembers: Sherwood Anderson, advertising man. Adv & Sell 28:35, 68 D 17 '36

Pre-viewing Middletown; immerse yourself in humanity. J. L. Sowers. il Ptr Ink Mo 35:62, 64 Ag '37

This men-women fight. Ptr Ink 179:17+ Ap 22 '37

To men copy writers. M. C. Ringland. Ptr Ink 179:83-6 Ap 8 '37

Trade lasts, and firsts; a study of business-paper advertising copy. R. Barrett and W. J. Weir. Ptr Ink 181:14-17 N 4; 57, 60-2 N 11 '37

Ye olde advertising men (aged 35). Ptr Ink 180:6-8+ Ag 5 '37

ADVERTISING cut-outs

Die cuts for action. il Ptr Ink Mo 35:24-5 Je '37

ADVERTISING departments

Develop a personnel inventory and unearth plus talents in selling space, time and agency service. J. Truscott. Adv & Sell 29:48+ O 7 '37

How to use idea files; P. I. questionnaire to 50 advertising managers. Ptr Ink 180:109-14 Ag 5 '37

Sales and advertising coordination. H. N. Baum. Adv & Sell 29:60 O 7 '37

Twelve functions of an advertising department. G. MacMillan. Adv & Sell 29:33-4+ Ag 26 '37

See also

Advertising managers

ADVERTISING displays

On purchasing displays. Ptr Ink 179:106 Ap 1 '37

ADVERTISING ethics

Advertisers as uplifters; can bring tastes to higher level. J. Benson. Ptr Ink 179:53-4+ Je 10 '37

Advertising and the public press. H. R. Luce. Adv & Sell 29:33 My 6 '37

Anti-knock industry; platform of the Air conditioning manufacturers' association. Ptr Ink 178:97 Ja 21 '37

Aphorisms on the advertising of alkalies. L. J. Henderson. Harvard Business R 16 no 1:17-23 [O] '37

Auto makers to stop displaying factory prices. Nat Pet N 29:24 Jl 7 '37

Benefits forgot; Better business bureaus. Ptr Ink 177:79-80 N 19 '36

Better read it! Federal trade commission annual report. Ptr Ink 177:87+ D 17 '36

Blushing co-op distributors; misstatement in razor blade ad. Business Week p29-30 Ja 23 '37

Campus looks at advertising. P. H. Erbes, jr. Ptr Ink Mo 34:58, 60+ Mr '37

Comedy in razor blades. Ptr Ink 178:123 Ja 21 '37

Consumer problems. E. Freedman. Am Dyestuff Rep 26:300-3; Discussion. 303-8 My 31 '37

Consumer relations program; Intercity conference of women's advertising clubs. Ptr Ink 180:12 S 23 '37

Copy abuses. J. Benson. Ptr Ink 177:40 D 3 '36

Coupons in advertising. E. T. Gundlach. Ptr Ink 177:96-8+ D 17 '36

Crown vs. BeeHive. Ptr Ink 177:12 D 17 '36

Do discredited advertising claims have a limiting effect upon sales? Sales Management 40:620, 624 Ap 1 '37

Facts and frauds in woman's hygiene; a medical guide against misleading claims and dangerous products. R. L. Palmer and S. K. Greenberg. 311p bibliog(p289-302) $2 Vanguard press, New York '36

40,000,000 guinea pig children. R. L. Palmer and I. M. Alpher. 249p $2 Vanguard press, New York '37

General Motors and Ford cited. Ptr Ink 180:28 Jl 22 '37

How the FTC proceeds against false advertising claims. Sales Management 41:52+ O 20 '37

Icebox ukase; FTC orders Coolerator co. to stop unfairly disparaging mechanical refrigerators. Business Week p28-9 Jl 24 '37

Letter to an Englishman; woman copy writer takes exception to his idea that American advertising is unmoral. M. H. Gammon. Ptr Ink 180:71-2+ Ag 12 '37

Liquor czar. S. H. Walker and P. Sklar. Ptr Ink 178:6-8+ Mr 25 '37

Obverse side; the radio barker. M. Sykes. Comm & Fin 26:195 Mr 20 '37

On really knowing the consumer; real trouble ahead in feminine opposition to advertising. M. C. Ringland. Ptr Ink 180:6-8+ S 16; 63-4+ S 23 '37

On telling the truth. G. B. Hotchkiss. Ptr Ink 178:6-8+ Ja 7 '37

Poisons and guinea pigs; review of Poisons, potions and profits by P. Morell, and 40,000,000 guinea pig children by R. L. Palmer and I. M. Alpher. Ptr Ink 181:88-90 O 7 '37

ADVERTISING ethics—*Continued*

Poisons, potions and profits; the antidote to radio advertising. P. Morell. 292p $2 Knight publishers, New York '37

Prima donnas at war; by a magazine publisher. Ptr Ink 180:17+ Jl 8 '37

Scripps-Howard joins Proprietary. Ptr Ink 177:65 D 17 '36

Self-correction; $1,000,000 to finance national program proposed. Ptr Ink 178:80 Mr 18 '37

Setting Selfridge right. G. B. Hotchkiss. Ptr Ink 178:40 Mr 11 '37

That six per cent charge. Ptr Ink 179:89-90 My 6 '37

Time to hitch up with horse sense; a banker's idea of good and bad merchandising. F. W. Ellsworth. Ptr Ink 181:6-8+ O 28 '37

Truth in advertising. H. J. Kenner. Ptr Ink 178:32 Ja 14 '37

U.S. government and A.M.A. enter California—Florida citrus fight. il Sales Management 40:300-1 F 15 '37

What about the future of advertising? J. Benson. Adv & Sell 28:32+ Ja 28 '37

World advertising code. Ptr Ink 180:78+ S 9 '37

You, too, can be beautiful. W. B. Edwards. Ptr Ink 181:11-12+ O 14 '37

See also

Advertising—Laws and regulations

Advertising, Fraudulent

Advertising copy—Pseudo-science

Advertising copy—Sex appeal

ADVERTISING federation of America

Advertising Federation review. Adv & Sell 29:34 Jl 1 '37

Annual convention, 33d, New York. Ptr Ink 179:80-3 Je 17; 180:66, 68 Jl 1 '37

Directors meet. Ptr Ink 177:40 D 17 '36

No sawdust trail. A. H. Little. Ptr Ink 179:80-2+ Je 24 '37

ADVERTISING literature

Reaching children through schools; educational material from advertisers. E. E. Grumbine. il Ptr Ink Mo 34:16-17+ Mr; 22-4+ Ap '37

See also

Advertisements—Books and booklets

Bibliography

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Informative booklets. Oil Paint & Drug Rep 131:36 F 22; 52 Mr 1; 46 Mr 8; 29 Ap 19; 45 My 17; 132:63 Jl 12; 48 S 6 '37

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ADVERTISING managers

Artistic torture—a survey conducted by the Art directors' club. S. Peabody. il Adv & Sell 29:44+ My 6 '37

Let the advertising manager travel. K. L. Ede. Adv & Sell 28:104 F 25 '37

Overlooked opportunities; six ways in which advertising managers can add to their usefulness; stationery, signs, trade marks, etc. C. Norton. Ptr Ink 180:15-17 Jl 29 '37

To young advertising men; what do you know about your product and how to sell it at a profit? J. Ungar. Ptr Ink 179:92-6 My 6 '37

ADVERTISING mediums

Almanacs; modernized by advertisers. Ptr Ink 177:88+ D 31 '36

Broadcast merchandising; why and how? E. P. H. James. il Adv & Sell 29:22+ Jl 1 '37

Ethical planning under the Cleveland media plan. Adv & Sell 28:42+ N 19 '36

Eye vs. ear in molding opinion; abstract. F. R. Elliott. Management R 26:365 N '37

Finding meeting points in market studies; publishers and advertisers can and should join. J. A. Murphy. Ptr Ink 180:6-8+ Jl 22 '37

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Opposes free composition. R. S. Hanford. Ptr Ink 180:48 Ag 12 '37

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Television, a revolution or a gadget? R. T. Ragatz. il Adv & Sell 29:38+ My 20 '37

See also

Advertising—Rates

Advertising, Soliciting of

Audit bureau of circulations

Canadian circulations audit board

Electric signs

Moving pictures in advertising

Point of sale, incorporated

Poster stamps

Radio advertising

Farm papers

Farm-paper verdict reversed. Ptr Ink 179:64 Ap 1 '37

Farm publications; advertising linage for April (monthlies); advertising linage for March (monthlies, semi-monthlies, etc.). Ptr Ink 179:103-5 Ap 15 '37 [cont monthly]

Five-year linage totals; magazines and farm-paper volume analyzed by amount carried in individual publications. Ptr Ink 178:94+ Ja 28 '37

Is farm paper advertising keeping pace with recovery? L. D. H. Weld. Ptr Ink Mo 34:38, 42 Ap; 46-7 My '37

Outlay of 368 advertisers; $106,232,392 invested in magazines, farm papers, radio first half of 1937. Ptr Ink 180:65-9+ Ag 5 '37

Outlay of 322 advertisers during 1935 and 1936 in magazines, farm papers, radio: tabulation. Ptr Ink 178:63-5+ Ja 28 '37

Successful promotion; advertising sales promotion plans used by early farm-paper publishers. F. B. Nichols. Ptr Ink 178:49-50, 52+ F 25 '37

Motor trucks

See also

Exhibits, Traveling

Newspapers

Advertising by system! Adv & Sell 28:44 F 11 '37

Advertising rate problems that give space buyers the willies. Sales Management 40:460 Mr 1 '37

Are space buyers too lazy to dig out the real space values? Sales Management 40:1108+ Je 1 '37

Cuckoo space buyer who has a position fixation. Sales Management 41:32+ Ag 15 '37

Diamond hunt; newspaper executives convention considers ways and means of increasing national linage. Ptr Ink 181:81-2+ O 28 '37

Evening paper bugs who suffer from advertising astigmatism. Sales Management 41:32+ S 1 '37

For men only; is there a family newspaper? by a space salesman. Ptr Ink 180:69+ Jl 22 '37

Full coverage of one market vs. partial coverage of two. Sales Management 41:69-70 Jl 15 '37

Gravure grows; color to be offered in all sectional groups in 1938. il Sales Management 41:48, 50+ Ag 15 '37

How much is spent on advertising? British estimates. Economist 126:395-6, 451-2 F 20-27 '37

Inexplicable inanities of newspaper rate structure. Sales Management 41:58+ N 1 '37

Marline rate; a new space-buying tool. J. J. Boyle. Ptr Ink 177:6-8+ N 26 '36

Milline maligners; by a space salesman. Ptr Ink 179:25-6 Je 3 '37; Reply (Space buyer's defense). S. B. Jewett. 180:45-6 Jl 1 '37

Milline, yes, but there's more to space buying than this; by an agency executive. L. V. Wallace. Ptr Ink 179:33, 36 Je 17 '37

New circulation measurement fields; survey by San Francisco Chronicle. C. R. Bush. Adv & Sell 28:57 Mr 11 '37

New school of public relations; the newspaper as a molder of public opinion. W. A. Thomson. Trust Companies 65:330-4 S '37

Newspaper advertisers; list of 342 companies using more than 150,000 lines in 1936, with magazine, radio, farm-paper expenditures. Ptr Ink 178:65-88 Mr 4 '37

Newspaper color advertising jumps White King soap sales. il Sales Management 41:52+ S 1 '37

ADVERTISING mediums—Newspapers—*Cont.*

Newspaper costs go up. Ptr Ink 179:90-1 Ap 22 '37

Newspaper norm charts. Ptr Ink 178:24 Mr 11 '37

Photographs for newspaper advertising; 21 reproductions. Ptg Art Q 67 no 1:55-62 '37

Pre-testing a national newspaper campaign. R. Sheldon. il Adv & Sell 29:26-8+ Je 3 '37

Rising tide of color in newspapers. il supp Ptr Ink Mo 34:75-90 Ja '37

Sorry—but we buy only evening papers for the Zilch account. Sales Management 40:982+ My 15 '37

Space buying short cuts. J. J. Boyle. Ptr Ink 179:31-2+ Ap 22 '37

Suppose one paper does lead in grocery linage—what of it? Sales Management 40:905 My 1 '37

Valuable data on New York, the world's greatest market, compiled by The Sun. 1936 edition Sun printing and pub. assn, New York '36

Value received from newspaper advertising. il Ptr Ink Mo 35:22-3 Ag '37

Veteran space seller. Adv & Sell 28:44 N 19 '36

When jobbers and dealers poke fingers into the advertising pie. F. J. Wright. Sales Management 40:524+ Mr 15 '37

See also

Advertising—Rates

Audit bureau of circulations

Periodicals

A. N. A. issues magazine study. Ptr Ink 181:80 N 11 '37

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Prima donnas at war; by a magazine publisher. Ptr Ink 180:17+ Jl 8 '37

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Three signposts to intelligent magazine buying. A. Cobb, jr. il Adv & Sell 29:31, 48 My 6 '37

Purchasing agents' journals

Association papers and advertising; purchasing agents' discussion as to whether, or how, their papers should sell space. C. B. Larrabee. Ptr Ink 179:16-17+ Ap 8 '37

Rating

Accurate space buying; London Assurance evaluates business papers by comparative measuring method. J. W. Mason. Ptr Ink 177:63-4, 68+ D 31 '36

Are space buyers too lazy to dig out the real space values? Sales Management 40:1108+ Je 1 '37

Buying industrial space; Western Electric evaluates business papers. P. L. Thomson. Ptr Ink 179:93, 96-8 My 13 '37

Do shifts in media affect cigarette sales? P. Salisbury. il Sales Management 41:20-1 Jl 15 '37

Evening paper bugs who suffer from advertising astigmatism. Sales Management 41:32+ S 1 '37

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Milline murder wherein Mr Jefferson defends his creation against all comers; a look back into history. B. Jefferson. Ptr Ink 179:17+ Je 24 '37

Milline, yes, but there's more to space buying than this; by an agency executive. L. V. Wallace. Ptr Ink 179:33, 36 Je 17 '37

Readers choose media for advertisers; rating a group of industrial publications. W. F. Austin, jr. Ptr Ink Mo 34:22-4+ Ja '37

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AMERICAN institute of actuaries
Annual meeting, Chicago. East Underw 38:8 Je 4 '37; Ins Field (Life ed) 66:7 Je 4 '37; Nat Underw (Life ed) 41:1+, 2+ Je 4 '37
Meeting, Chicago, Oct. 28-29. East Underw 38:17 N 5 '37; Ins Field (Life ed) 66:5-6 N 5 '37; Nat Underw (Life ed) 41:1+ N 5 '37; Weekly Underw 137:973+ N 6 '37; Spectator (Life ed) 139:11+ N 11 '37
1936 year book. 106p The Institute, 720 North Michigan av, Chicago '36

AMERICAN institute of architects
Annual convention, 69th, Boston, June 1-4. Am Arch 151:6+ Jl '37; Arch Forum 67:sup 10 Jl '37
80th anniversary. Am Arch 150:134 Mr '37

AMERICAN institute of banking
A.I.B. has successful conference; a review of the trust business sessions, St Paul, Minn. June 7-11. Trust Companies 65:65-6 Jl '37

AMERICAN institute of bolt, nut and rivet manufacturers
Elect officers. Iron Age 139:80 Ap 22 '37

AMERICAN institute of chemical engineers
Proceedings of the twenty-ninth annual meeting, Baltimore, Md. Nov. 11-13. Am Inst Chem Eng Trans 33:B16-96 Mr '37
Semi-annual meeting, 29th, Toronto, May 26-28. Can Chem & Met 21:204-5 Je '37; Chem & Met Eng 44:314-15 Je '37
With chemical engineers at Baltimore. Can Chem & Met 20:338-9+ N '36

AMERICAN institute of electrical engineers
Annual winter meeting, New York, Jan. 25-29; abstracts of technical papers. Elec Eng 56:371-86 Mr '37; Elec W 107:533-8+ F 13 '37; Power 81:164-5 Mr '37; Power Pl Eng 41:192-6 Mr '37
Budget for 1936-37. Elec Eng 55:1396-7 D '36
Middle eastern district meeting, Akron, Oct. 13-15. Elec Eng 56:1410-14 N '37
National officers; portraits. Elec Eng 56:1049 Ag '37
Officers. Science 86:31 Jl 9 '37
Officers and committees for 1937-38. Elec Eng 56:1217-21 S '37
Pacific coast convention, 25th, Spokane, Aug. 31-Sept. 3. Elec Eng 56:1320-2 O '37
Report of the board of directors. Elec Eng 56:791-804 Jl '37
Section and branch activities annual report for 1936-37. Elec Eng 56:762-5 Je '37
Summer meeting, 53d, Milwaukee, June 21-25. Elec Eng 56:1042-52, 1054-9 Ag '37; Elec W 108:37-40 Jl 3 '37; Power Pl Eng 41:480-2 Ag '37
What Institute sections are doing. A. M. MacCutcheon. Elec Eng 56:651-3 Je '37
Work of the Institute's committees. A. M. MacCutcheon. Elec Eng 55:1299-1300 D '36

AMERICAN institute of mining and metallurgical engineers
Annual meeting, 147th, New York, Feb. 15-19. Min & Met 18:154-63, 204-5 Mr-Ap '37; Iron Age 139:42-50 F 25 '37; Steel 100:15-16, 42+ F 22 '37; Eng & Min J 138:147 Mr '37
Meeting, 146th, Mexico City, Nov. 9-14. Min & Met 18:62-9 Ja '37
Who should direct the Institute and how? R. C. Allen. Min & Met 18:118-19 F '37
Woman's auxiliary scholarships. E. D. Bohn. Min & Met 18:174 Mr '37
Year book. il Min & Met 18:1-118 sec 2 Ja '37

Coal division

Annual meeting, New York, Feb. 15-19. Coal Age 42:129-32 Mr '37; Min & Met 18:160 Mr '37
Fall meeting, Pittsburgh, Oct. 21-22. Min & Met 17:581-2 D '36; Coal Age 41:527-9, 601-4 N-D '36

Industrial minerals division

Annual meeting, New York, Feb. 15-19. Rock Prod 40:74-7 Mr '37; Min & Met 18:160-1 Mr '37
Fall meeting, Washington and College Park. Min & Met 18:519 N '37; Rock Prod 40:48-50 N '37

Institute of metals division

Annual meeting, New York, Feb. 17-18. Metal Ind 35:102-5 Mr '37; Min & Met 18:158 Mr '37
Fall meeting, Atlantic City. Iron Age 140:45-9 O 28 '37
Fall meeting, Cleveland, Oct. 20-22. Min & Met 17:579-80 D '36

Iron and steel division

Annual meeting, New York. Min & Met 18:157-8 Mr '37
Fall meeting, Atlantic City, Oct. 21. Steel 101:75+ N 1 '37; Iron Age 140:45-9 O 28 '37
Fall meeting, Cleveland, Oct. 20-22. Min & Met 17:579-80 D '36
Iron and steel makers visit Birmingham; meetings of the open-hearth and blast furnace committees. Min & Met 18:258-60 My '37

Petroleum division

Annual meeting, New York, Feb. 15-19. Oil & Gas J 35:24 F 18; 43-4 F 25 '37; Nat Pet N 29:9-10 F 24 '37; Min & Met 18:156-7 Mr '37
Fall meetings, Oklahoma City and Los Angeles. Oil & Gas J 36:83-4 O 7; 30 O 14 '37; Min & Met 18:515-18 N '37

AMERICAN institute of steel construction
Annual meeting, 15th, White Sulphur Springs, Oct. 26-29. Iron Age 140:70+ N 4 '37; Eng N 119:735 N 4 '37; Steel 101:26-8 N 1 '37

AMERICAN institute of the city of New York
Awards. Science 85:215 F 26 '37

AMERICAN iron and steel institute
Annual meeting, 46th, New York, May 27. Iron Age 139:32-8+ Je 3 '37; Steel 100:17-19 My 31 '37; Blast F & Steel Pl 25:603-4+ Je '37
How Institute was formed 29 years ago. Steel 100:19-20 My 31 '37

AMERICAN legion
Annual convention, 19th, New York. Comm & Fin Chr 145:2008-9 S 25 '37
Legion business; a New York windfall. Business Week p56-7 S 11 '37

AMERICAN library institute
Contributions of the fellows, 1936. H. O. Severence. Lib J 62:371-5 My 1 '37

AMERICAN life convention
Annual meeting, 32d, Chicago, Oct. 11-14. East Underw 38:1+, 13-23 O 15 '37; Ins Field (Life ed) Conv no 66:3-18 O 14 '37; Nat Underw (Life ed) Conv no 41:1-20 O 16 '37; Spectator (Life ed) 139:12+ O 14; 10 O 28 '37; Weekly Underw 137:809, 837-45+ O 16 '37
Financial section meeting, Chicago. East Underw 38:3-4 F 26 '37; Ins Field (Life ed) 66:5-6+ F 26 '37; Nat Underw (Life ed) 41:2+ F 26 '37; Spectator (Life ed) 138:13 Mr 4 '37; Weekly Underw 136:485 F 27 '37
Financial section meeting, Chicago. Ins Field (Life ed) Conv no 66:14 O 14 '37; Nat Underw (Life ed) 41:1+ O 15 '37; Nat Underw (Life ed) Conv no 41:4+ O 16 '37
Industrial section meeting, Chicago. East Underw 38:14 O 15 '37; Ins Field (Life ed) Conv no 66:12 O 14 '37; Nat Underw (Life ed) 41:2+ O 15 '37; Nat Underw (Life ed) Conv no 41:4+ O 16 '37
Legal section meeting, Chicago. Ins Field (Life ed) Conv no 66:10-11 O 14 '37; Nat Underw (Life ed) 41:1+ O 15 '37; Nat Underw (Life ed) Conv no 41:4+ O 16 '37
Medical section meeting, 27th, Colorado Springs. Nat Underw (Life ed) 41:1+ Je 18; 3+ Je 25 '37; East Underw 38:13+ Je 18 '37; Weekly Underw 136:1377+ Je 19 '37

AMERICAN life insurance company (Detroit)
Report of convention examination. Ins Field (Life ed) 65:12 N 13 '36

AMERICAN light and traction company
Earnings, 1933-36; consolidated balance sheet Dec. 31, 1935 and 1936. Comm & Fin Chr 144:2117 Mr 27 '37

AMERICAN locomotive company
American Locomotive vs. Lima Locomotive; comparison of position and prospects. Barron's 17:9 Je 7 '37
Annual report, 1936. Ry Age 102:456 Mr 13 '37
Locomotives in demand. A. M. Leinbach. il Mag of Wall St 60:152-5+ My 22 '37

AMERICAN machine and metals, inc.
Listing of 8,333 additional shares of capital stock (no par). Comm & Fin Chr 144:1771 Mr 13 '37

AMERICAN magazine
Circulation: 9,496,841; Crowell publishing co.'s four magazines. il Fortune 16:63-9+ Ag '37

AMERICAN management association
Annual personnel conference, Philadelphia, Feb. 9-11. Steel 100:19 F 15 '37
Annual production conference, 11th, Chicago, April 21-22; abstracts of papers. Steel 100:76-8 Ap 26 '37

AMERICAN management association—*Cont.*
Insurance division meeting, 8th, Atlantic City. East Underw 38:26 My 28 '37; Weekly Underw 136:1224-5 My 29 '37; Nat Underw 41:3+ Je 3 '37; Spectator (Property ed) 2:10-14+ Je 3 '37

AMERICAN marketing association
New officers; to merge with National association of marketing teachers. Sales Management 39:988 D 15 '36

AMERICAN mathematical society
Summer meeting, 43d, State College, Pa. Sept. 7-10. Science 86:392-3 O 29 '37

AMERICAN medical association
Annual congress on medical education. Science 85:sup9-10 F 19 '37
Annual meeting, Atlantic City; abstracts of papers. Science 85:sup8-9 Je 11 '37
Awards for exhibits at the Atlantic City meeting. Science 86:30 Jl 9 '37
Scientific exhibit. Science 86:75 Jl 23 '37

Building

American medical association building, Chicago; views. Am Arch 150:37-8 Ja '37

AMERICAN metal company, ltd.
Mining-share investment trust; financial analysis. Barron's 17:13 Ag 2 '37
Newmont mining corp.; an analysis of the company and its principal holdings. P. Dobbs. Mag of Wall St 60:665 S 11 '37

AMERICAN mining congress
Annual convention, 1937. Min Cong J 23:32-45 Je '37
Annual meeting, New York; resolution, officers and directors. Eng & Min J 138:101 F '37
Annual meeting, 39th, New York, Jan. 26-27. Min Cong J 23:46-7 F '37
Coal division, district chairmen, program committee, and officers of the Manufacturers division; portraits. Min Cong J 23:49-50 F '37
Coal division, 14th annual meeting and exposition, Cleveland, May 17-21; topics, exhibits, portraits. Min Cong J 23:48-72 My '37
Coal division, 14th annual meeting, Columbus, May 17-21. Coal Age 42:259-70 Je '37
Conference of coal operators committees, Pittsburgh, Nov. 13-14. Min Cong J 22:33+ D '36
Portraits of national officers and directors, and members of the Western division board of governors and program committee. Min Cong J 23:30a-30d, 31-45 S '37

Western division

Annual meeting, Salt Lake City, Sept. 7-10. Eng & Min J 138:56-7 O '37; Min Cong J 23:18-36 O '37

AMERICAN museum of natural history
American museum of natural history. il Fortune 15:100-10+ Ap '37
Holden expedition. Science 86:215-16 S 3 '37
Modern stage lighting applied to museum groups. R. C. Engelken. il Illum Eng Soc Trans 31:985-94 D '36
Plan to raise $10,000,000. Science 85:492 My 21 '37

AMERICAN mutual alliance
Information bureau formed. Weekly Underw 135:1181 N 14 '36

AMERICAN mutual liability insurance company of Boston
50 years in insurance. il Business Week p39 My 1 '37

AMERICAN newspaper guild
Convention votes to affiliate with C.I.O. Comm & Fin Chr 144:3938 Je 12 '37
Representatives of newspaper publishers' associations meeting in Chicago oppose American newspaper guild's demands. Comm & Fin Chr 145:47 Jl 3 '37

AMERICAN newspaper publishers association
Annual convention, Nashville, Tenn. Comm & Fin Chr 144:2929 My 1 '37
Golden jubilee anniversary convention, New York. Ptr Ink 179:91 Ap 22; 53-4+ Ap 29 '37

AMERICAN paper and pulp association
Annual meeting, 60th, New York. Paper Tr J 104:55-6+ F 25 '37

AMERICAN petroleum institute
Annual meeting, 17th, Chicago, Nov. 9-12. Nat Pet N 28:23-38 N 18 '36; Oil & Gas J 35:53-4 N 12; 15-16 N 19 '36; Oil Paint & Drug Rep 130:3+ N 16 '36
Annual reports of divisions and departments to the board of directors. Am Pet Inst Proc 17(1):28-42 '36
Eastern district, Division of production, annual meeting, Columbus, Ohio, May 6-7. Nat Pet N 29:9+ My 12 '37; Oil & Gas J 35:36-8 My 13 '37
Members of the executive committee, list of councillors, and members of committees. pors Oil & Gas J 35:98-137 N 12 '36
Mid-continent district of Production division annual meeting, Tulsa, Feb. 25-26. Nat Pet N 29:27-8 Mr 3 '37; Oil & Gas J 35:8-9 Mr 4 '37
Mid-year meeting, Colorado Springs. Oil & Gas J 36:22-4 Je 3; 27-8 Je 10 '37; Nat Pet N 29:17, 29, 32 Je 2; 21-4 Je 9 '37
Officers, directors and committee members for 1937. Am Pet Inst Proc 17(1):43-7 '36
Pacific coast district, Division of production spring meeting, Los Angeles. Oil & Gas J 35:59-60 Ap 15 '37
Southwestern district, Division of production, spring meeting, Dallas, April 1-2. Nat Pet N 29:17+ Ap 7 '37; Oil & Gas J 35:22-4 Ap 8 '37

AMERICAN pharmaceutical association
Annual meeting, 85th, New York, Aug. 16-21. Oil Paint & Drug Rep 132:5+ Ag 23 '37

AMERICAN pharmaceutical manufacturers association
Annual meeting, St Petersburg. Oil Paint & Drug Rep 131:3+ Mr 29 '37

AMERICAN philosophical society
Autumn general meeting; program. Science 84:453-4 N 20 '36
Conference on the responsibility of endowments. Science 85:172-3 F 12 '37
Grants awarded. Science 85:378-9 Ap 16 '37
Members elected; officers. Science 85:423 Ap 30 '37

AMERICAN physical society
Minutes of the Atlantic City meeting, Dec. 28-30, 1936; abstracts of papers. Phys R 51:373-88 Mr 1 '37
Minutes of the Washington meeting, April 29-May 1, 1937; with abstracts of papers. Phys R 51:997-1029 Je 1 '37
Proceedings of 212th regular meeting, Durham, N.C. Feb. 19-20; with abstracts of papers. Phys R 51:681-90 Ap 15 '37
Washington meeting; abstracts of papers. Science 85:sup10+ My 7 '37

AMERICAN power and light company
Annual report, 1936. Comm & Fin Chr 144:2286-7 Ap 3 '37
Opportunities in stocks for income and price appreciation. Mag of Wall St 60:543+ Ag 14 '37
Two attractive utility stocks. Comm & Fin 26:405-6 Je 12 '37

AMERICAN public health association
Abstracts of some papers read at the New York meeting. Science 86:sup7 O 8 '37

AMERICAN public works association
American society of municipal engineers and International association of public works officials consolidated. Comm & Fin Chr 143:3775 D 12 '36
Annual meeting, 43d, Atlanta, Oct. 4-6. Eng N 119:621-2, 675-7 O 14-21 '37

AMERICAN pulp and paper mill superintendents' association
Annual meeting, 18th, Springfield, June 23-25; with official registration. Paper Tr J 105:37-42, 60+ Jl 1 '37; Pulp & Pa of Can 38:544-6+ Jl '37
New York-Canadian division, fall meeting, Niagara Falls, Ont. Pulp & Pa of Can 37:686-7 N '36

AMERICAN pulp and paper mill superintendents' association—*Continued*

Pacific Coast division

TAPPI and superintendents meet in Vancouver, B.C. June 11-12. Pulp & Pa of Can 38:548-50 Jl '37

AMERICAN radiator and standard sanitary corporation

American Radiator building enlarged. J. A. Fouilhoux; R. Carson. il plan Arch Rec 82:67-9 Jl '37

New show rooms. il Am Gas J 147:67 Jl '37

Understanding today's market fluctuations. F. K. Dodge. Mag of Wall St 59:370-1+ Ja 2 '37

What is this stock worth? Barron's 17:15 My 24 '37

AMERICAN railway bridge and building association

Annual meeting, 44th, Chicago, Oct. 19-21. Ry Age 103:613-17, 639-42 O 30-N 6 '37

AMERICAN railway engineering association

Annual meeting, 38th, Chicago, March 16-18. Ry Age 102:478-504 Mr 20 '37; Eng N 118:460, 486-9 Mr 25-Ap 1 '37

AMERICAN refractories institute

Annual meeting, Columbus, June 4. Brick & Clay Rec 90:346+ Je '37

AMERICAN retail federation

Big retail group makes grade. Business Week p26+ Ja 9 '37

AMERICAN road builders' association

Annual meeting, 34th, New Orleans, Jan. 11-15. Eng N 118:94-7 Ja 21 '37; Concrete 45:11 F '37

AMERICAN rolling mill company

Annual report. Comm & Fin Chr 144:2464 Ap 10 '37

Armco dedicates new research laboratories at Middletown, Ohio. il Iron Age 140:81A-81C N 11 '37

Armco for the long pull. L. Stern. il Mag of Wall St 60:648-51+ S 11 '37

Preferred stock offered. Comm & Fin Chr 145:427 Jl 17 '37

AMERICAN seating company

Annual report, 1936. Comm & Fin Chr 144:1428 F 27 '37

AMERICAN smelting and refining company

Annual report, 1936. Comm & Fin Chr 144:1586-7 Mr 6 '37

Consolidated balance sheet, June 30. Comm & Fin Chr 145:2216 O 2 '37

To issue 365,988 shares of common stock. Comm & Fin Chr 144:762 Ja 30 '37

AMERICAN society for metals

Annual meeting, Atlantic City, Oct. 18-22. Steel 101:43-4 O 25; 125-6 N 1; 81-2+ N 8 '37

AMERICAN society for testing materials

Abstract of the chemical high points at 40th annual meeting. Chem Ind 41:137-9 Ag '37

Annual meeting, 40th, New York. Steel 101:28, 50, 52 Jl 5; 49-50+ Jl 12 '37; Eng N 119:41+, 110-14 Jl 8-15 '37; Foundry 65:33-4+ Jl '37; Iron Age 140:48-9+ Jl 8 '37; Ry Age 103:39-40+ Jl 10 '37; India Rubber W 96:59-60 Ag '37; Metal Ind 35:387-90 Ag '37

Corrosion testing symposium paves way for standardization of methods. Steel 100:58-9 Mr 8 '37

Discusses new knowledge of rock products and makes some changes in specifications at 40th annual meeting. Rock Prod 40:80-4 Ag '37

Group committee meetings, Chicago, March 1-4. Steel 100:63, 65-6 Mr 22 '37; Metal Ind 35:161-2 Ap '37; Power Pl Eng 41:304-5 My '37

Index to proceedings, volumes 31-35 (1931-1935). 194p American society for testing materials, Philadelphia '37

New committees organized. Ind Stand 8:218 Ag '37

Officers, Marburg lecturer and the Dudley medalists; portraits. Metals & Alloys 8:A13 Je '37

Work of the American society for testing materials on refractories. C. E. Bales. Am Cer Soc Bul 16:317-18 Ag '37

Year book, September, 1936; with list of members. 241p American society for testing materials, 260 S. Broad st, Philadelphia '36

Committee on glass

Conference on formation. Am Cer Soc Bul 16:71-2 F '37

Plastics committee

Annual meeting, New York. Mod Plastics 14:39+ Ag '37

Textile committee

Assails regain standards; Committee D-13 considers their abolition. il Textile World 87:938-9 Ap '37

Twenty-one meetings held by D-13's subcommittees. Textile World 86:2299-300 N '36

AMERICAN society of civil engineers

Annual meeting, New York, Jan. 20-23. Eng N 118:133-6 Ja 28 '37

Annual report of the board of direction for the year ending December 31, 1936. Am Soc C E Proc 63:sup1-25 F '37

Committee on research. T. Saville. J Eng Educ 27:486-90 Mr '37

Early presidents of the Society (cont). Civil Eng 7:80-1, 142-3, 236-7, 301-2, 356-8, 422-3, 529-31, 585-6, 650-1, 718, 786-7 Ja-N '37

Elections to honorary membership. Eng N 118:146-7 Ja 28 '37

Fall meeting, Boston, Oct. 6-8. Civil Eng 7:775-7 N '37

Helpful hints to student chapters. H. W. Hanly. Civil Eng 7:778-9 N '37

Highlights of Society activities for 1936. Civil Eng 7:140 F '37

Joint meeting with Engineering institute of Canada, Boston, Oct. 6-8; abstracts of papers. Eng N 119:685-8, 720-2 O 21-28 '37

New elections to honorary membership; portraits, sketches. Civil Eng 7:74-7 Ja '37

New officers, medal awards. Science 85:95-6 Ja 22 '37

Prizes and medals to be presented at annual meeting; portraits and sketches of prize winners. Civil Eng 7:72-4 Ja '37

Prizes by local sections to outstanding students. Civil Eng 7:784-5 N '37

Regional student conferences well attended. Civil Eng 7:424-5 Je '37

Reports of sanitary engineering committees. Civil Eng 7:219-24 Mr '37

Soil mechanics and foundations division outlines scope of its activities. T. T. Knappen. Civil Eng 6:831 D '36

Spring meeting, San Antonio, April 21-24. Eng N 118:674-5 My 6 '37

Summer meeting, Detroit, July 19-24. Eng N 119:166-7, 237-40 Jl 29-Ag 5 '37

Power division

Past and future of Power division. L. J. Bevan; F. Kurtz. Civil Eng 7:215-18 Mr '37

AMERICAN society of heating and ventilating engineers

Annual meeting, 43d, St Louis, Jan. 25-27. Heat & Ven 34:56-8 F '37; Dom Eng 149:118-20 F; 135-6, 139+ Mr '37; Heating-Piping 9:198-207 Mr '37; Power 81:166 Mr '37

Officers and council members; portraits. Heating-Piping 9:139-40 F '37

Semi-annual meeting, Swampscott, Mass. June 24-26. Heat & Ven 34:41-4 Ag '37; Heating-Piping 9:524-8 Ag '37; Power 81:450-1 Ag '37; Sheet Metal Worker 28:72 Jl '37; Dom Eng 150:83-6+ Jl '37

AMERICAN society of mechanical engineers

Annual meeting, 57th, New York, Nov. 29-Dec. 4. Mech Eng 59:16-34 Ja '37; Am Mach 80:1048b-1048d D 16 '36; Steel 99:26-7, 71-2 D 7 '36

Annual meeting, 57th, New York, Nov. 30-Dec. 4; power sessions. Power 80:719-24 Mid-D '36; Power Pl Eng 41:60, 62-5 Ja '37

Council and business meetings at Detroit. Mech Eng 59:549-51 Jl '37

Council reports for 1936. Mech Eng 59:9-12 Ja '37

Fall meeting, 1st, Erie, Pa. Oct. 4-6. Mech Eng 59:873-6 N '37; Power 81:696-7 N '37

AMERICAN society of mechanical engineers *Continued*

Finance report, 1935-36. Mech Eng 59:13-15 Ja '37
Life of George Westinghouse commemorated. Elec W 106:3776-7 D 5 '36
New officers; portraits. Power 80:731 Mid-D '36
Officers for 1938. Iron Age 140:331 O 14 '37
Semi-annual meeting, Detroit, May 17-21. Automotive Ind 76:816-18 My 29 '37; Steel 100:21, 50-1 My 24; 56-7 My 31 '37; Am Mach 81:472c Je 2 '37; Power Pl Eng 41: 370-1 Je '37; Ry Age 102:915-16 My 29 '37; Mech Eng 59:543-8 Jl '37; Power 81:397-401 Jl '37
Study of A.S.M.E. affairs. W. L. Batt. Mech Eng 59:5-8 Ja '37

Oil and gas power division

Annual meeting, 10th, State College, Pa. Aug. 18-21. Automotive Ind 77:279-81+ Ag 28 '37; Nat Pet N 29:26 Ag 25 '37; Oil & Gas J 36:37-8 Ag 26 '37; Power 81:638-9 O '37

AMERICAN society of plant taxonomists

Summer botanical meetings. Science 86:309 O 1 '37

AMERICAN society of refrigerating engineers

Annual meeting, 32d, New York, Dec. 2-4. Refrig Eng 33:42-3 Ja '37; Power 80:730 Mid-D '36; Heat & Ven 34:135-6 Ja '37
Constitution and by-laws. Refrig Eng 34:309-13 N '37
New officers for 1937. pors Refrig Eng 33: 44-5 Ja '37
1936 report of the council. Refrig Eng 32:421+ D '36
Spring meeting, 24th, French Lick, June 8-10. Heat & Ven 34:51-2 Jl '37; Refrig Eng 34: [illegible] Jl '37
Thirty years of refrigeration. W. S. Shipley. Refrig Eng 33:147-8 Mr '37

AMERICAN society of sanitary engineering

Annual meeting, 32d, Washington, D.C. Dom Eng 150:124-6 O '37

AMERICAN society of tool engineers

Annual meeting, 5th, Toledo, April 8. Iron Age 139:75 Ap 15 '37
Organization, functions and progress. F. Lamb. il Am Mach 80:999 D 2 '36

AMERICAN society of tropical medicine

Annual meeting, 32d, Baltimore, Nov. 18-20. Science 84:502 D 4 '36

AMERICAN spice trade association

Annual meeting, 31st, New York, May 11-12. Oil Paint & Drug Rep 131:5 My 17 '37

AMERICAN standards association

Review of the work for the year. D. D. Barnum. Science 84:569 D 25 '36

Advisory committee on ultimate consumer goods

ASA consumer goods committee advances work on standards. Ind Stand 8:267-8 O '37
How consumer standards fit into ASA's program. P. G. Agnew. il Ind Stand 8:167-70 Je '37
In step with the consumer; retailers now work with representatives of public. P. G. Agnew. Ptr Ink 179:17, 20-1+ Je 3 '37

AMERICAN steel foundries

Listing of 217,083 additional shares of common stock (no par). Comm & Fin Chr 144: 2464-5 Ap 10 '37
Statistics of income and stock earnings, quarterly, Sept. 1935-June 1937. Annalist 60: 416 S 10 '37
Statistics of income, capital, stock earnings, etc. 1925-35. Annalist 48:853 D 18 '36
Unusual opportunities to buy now. Mag of Wall St 60:730-1 S 25 '37

AMERICAN steel warehouse association

Annual meeting, 28th, White Sulphur Springs, May 26-27. Iron Age 139:94 My 27 '37; Steel 100:27-8 My 31 '37

AMERICAN sugar refining company

Annual report. Comm & Fin Chr 144:1772-3 Mr 13 '37

AMERICAN superpower corporation

Annual report. Comm & Fin Chr 144:603-4 Ja 23 '37
Financial report. Comm & Fin Chr 145:597 Jl 24 '37

AMERICAN telephone and telegraph company

A.T.&T., Farnsworth, television. il Business Week p18+ Ag 14 '37
Annual report, 1936. Comm & Fin Chr 144: 1587-8 Mr 6 '37
$140,000,000 debentures offered. Comm & Fin Chr 143:3617-18 D 5 '36
Report. Comm & Fin Chr 145:428 Jl 17 '37
Statistics of income, capital, stock earnings, etc. 1928-36. Annalist 49:152 Ja 22 '37

AMERICAN tobacco company

American tobacco co. which is more than two-thirds Lucky Strike; a story of advertising. il Fortune 14:97-102+ D '36

AMERICAN transit accountants association

Annual meeting, White Sulphur Springs, Sept. 21. Transit J 81:432-3 O '37

AMERICAN transit association

Annual meeting, 56th, White Sulphur Springs, Sept. 19-23. Mass Transportation 33:309-12, 324-34 O '37; Transit J 81:412-13+ O '37
56th reunion; report of annual meeting at White Sulphur Springs as seen and photographed by C. Stocks, E. Theisinger, B. Welbourne. Bus Transportation 16:464-73 O '37
Service to members; what the Association does and how it can be of help to every bus and railway operator. Mass Transportation 33:133-5 My '37

Bus division

Annual meeting, White Sulphur Springs. Transit J 81:418-21 O '37
Bus division looks forward. A. J. Boardman. Mass Transportation 33:263 S '37

Interurban division

Organization. Transit J 81:428 O '37

AMERICAN transit claims association

Annual meeting, White Sulphur Springs. Transit J 81:434-5 O '37

AMERICAN transit engineering association

Annual meeting, White Sulphur Springs. Transit J 81:424-8 O '37

AMERICAN transit operating association

Annual meeting, White Sulphur Springs, Sept. 21-22. Transit J 81:429-31 O '37

AMERICAN type founders company

Stocks with profit prospects. Mag of Wall St 59:164+ N 21 '36

AMERICAN viscose corporation

Mystery: the American viscose corp.; a U.S. investment of $930,000 by Britishers. il Fortune 16:38-43+ Jl '37

AMERICAN water works and electric company

Annual report. Comm & Fin Chr 144:2465-6 Ap 10 '37
Simplification of corporate structures gains momentum. F. C. Fullerton. Mag of Wall St 60:722-3+ S 25 '37
Studies of individual stocks. Barron's 17:19 F 8 '37
To simplify corporate structure. Elec W News ed 108:759 S 4 '37
Voluntary plan for simplification of corporate structure. Comm & Fin Chr 145:1408-9 Ag 28 '37

AMERICAN water works association

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also subdivision Bearings under special subjects, e.g.

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Evaporation
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Electrochemical analysis
Gas analysis
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Indicators and test papers
Iodometry
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Microanalysis
Oil analysis
Spectrum analysis
Sugar analysis
Textile analysis
Volumetric analysis

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Cellulose
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Cyclic compounds
Diazo compounds
Essential oils
Esters
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Fertilizers
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Gas
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Leather
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Foreign exchange
Free trade and protection
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Bridges—Foundations and piers
Building
Caissons
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See also

Hayden, Charles, foundation
Rockefeller foundation

FOUNDATIONS, Subaqueous

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Caissons
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Core ovens
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Furnaces, Foundry
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See also

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Aluminum founding
Annealing
Brass founding
Bronze founding
Cast iron
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Cores
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Foundries
Foundry chemistry
Foundry management
Furnaces, Foundry
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Molds (for casting)
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Gas fitting
Gas heating
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Gas
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Argentina

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California dealers to test trade practice laws as stabilizers. J. Westsmith. Nat Pet N 29:18 My 12 '37

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Gasoline consumption in Canada increased 7.7 per cent in 1936. Nat Pet N 29:25 Mr 24 '37

Florida

Tampa dealers close stations to protest tax. Nat Pet N 29:17 F 3 '37

Germany

German fuel regulations revised. Automotive Ind 76:941 Je 26 '37

Iowa

Iowa posting law enforcement up to oil companies. E. L. Barringer. Nat Pet N 29:16-17 Jl 14 '37

Oil co-ops back of Iowa's new price-posting measure. E. L. Barringer. Nat Pet N 29: 17+ Je 23 '37

State to enforce selling gasoline at posted prices. Nat Pet N 29:24-5 Je 23 '37

Kansas

Curbing of gas tax exemptions is tackled by Kansas. A. S. James. map Nat Pet N 29: 52+ Mr 10 '37

Kentucky

Heroic effort brought gasoline to flood-stricken Louisville. H. L. Clay. Nat Pet N 29: 11-12 F 10 '37

Kentucky oil men launch 1937 drives. Nat Pet N 29:147 Ap 21 '37

Michigan

Action a'plenty under new Michigan fair trade statute. J. W. Thompson. Nat Pet N 29:17+ Ag 11 '37

Fair trade commission suggested in Michigan. E. L. Barringer. Nat Pet N 29:22-3 Ja 20 '37

More motorists ask discounts as gas war hits headlines. J. W. Thompson. Nat Pet N 29:53 Ag 25 '37

Premium law does little real good. I. B. Dworman. Pet Age 31:16-17 S '37

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80% of Nebraska's marketers use long distance trucking. E. L. Barringer. il Nat Pet N 29:34-7, 40, 42 Je 30 '37

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Control of oil marketing urged in New York report. J. W. Thompson. Nat Pet N 29:9-11 Ap 14 '37

Impractical to grade motor fuel, jobbers tell probers; hearing before New York state joint legislative committee to investigate the gasoline industry. Nat Pet N 29:15-16 Ja 27 '37

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Motor fuel specifications set up by new law. Nat Pet N 29:23 Mr 24 '37

State operated oil terminal considered by North Carolina. A. M. Petty. Nat Pet N 28:16 N 18 '36

State-owned terminal urged to safeguard fair prices. Nat Pet N 29:30 Ja 13 '37

Pacific coast

Unionized dealers in Seattle ask more margin of suppliers. J. N. Westsmith. Nat Pet N 29:19 Ap 14 '37

Pennsylvania

Dealers seek to guard margins under new price posting law. Nat Pet N 29:17-18 Je 30 '37

Gasoline dealers' association accused in Pennsylvania; Pennsylvania oil industry investigation. Oil & Gas J 36:13 Ag 5 '37

Gasoline interchange told in Pennsylvania commission hearing. Nat Pet N 29:21 Je 30 '37

Pennsylvania investigating committee holds hearings at Oil City, Franklin. Oil & Gas J 36:16 Jl 1 '37

Pennsylvania legislative investigation of oil industry. Nat Pet N 29:17, 29 Je 16; 9, 20-1 Ag 4 '37

Southeastern states

Combined barging-trucking serves independents of Southeast. A. M. Petty. il Nat Pet N 29:44, 46, 48-9 Je 30 '37

Tennessee

$1,000,000 a year cost to Tennessee of poor gas tax collections. Nat Pet N 29:32 Ja 13 '37

United States

All plead not guilty in Madison oil cases. A. M. Petty. Nat Pet N 29:5, 21-2 Mr 10 '37

Clash on N.R.A. at trial opening at Madison. C. O. Willson. il Oil & Gas J 36:69-70 O 7 '37

Contest removal of Gulf manager in Wisconsin oil case. L. E. Smith. Nat Pet N 29:9+ Ap 14 '37

Developments in petroleum marketing. S. A. Swensrud. il Nat Pet N 29:47-8+ F 24 '37

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Estimating gasoline demand; U. S. Bureau of mines has been doing it for four years. G. T. Kellogg. Nat Pet N 29:42+ Ag 11 '37

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Industry's attention fixed on Madison; anti-trust trials of oil companies. H. D. Ralph. Oil & Gas J 36:25+ S 30 '37

Inventory requirements estimated over season. F. Van Covern. Oil & Gas J 35:42 F 25 '37

Iowa plan, with price protection left out, will bring stability; marketing group sessions, annual American petroleum institute meeting. Nat Pet N 28:28-9 N 18 '36

Judge in Houston reverses ruling in removal case. Nat Pet N 29:18 Je 16 '37

Jurisdiction challenged in Madison inquiry. Oil & Gas J 35:14 Ja 21 '37

Madison arguments rehearsed before Houston commissioner. N. Williams. il Oil & Gas J 35:61-2 Ap 15 '37

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Madison trial. R. B. Pyre. Oil & Gas J 36:24-6 O 14; 23-4+ O 21; 23-5+ O 28; 23, 25-7 N 4 '37

Madison witnesses released from jury oath of secrecy. Oil & Gas J 35:28 Ap 29 '37

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Order for removal of O. H. Carlisle to Madison refused. W. F. Carothers. Oil & Gas J 35:29-30 Ap 22 '37

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Three-months anti-trust oil case starts in Madison, Wis. Business Week p15-16 O 9 '37

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Wisconsin

Auto ports; name of Wisconsin stations buying supplies from independent refiners. Business Week p27 Ag 7 '37

Auto ports, new name for gasoline and auto service retail outlets adopted by Wisconsin jobbers' association. Pet Age 31:9-10 Jl '37

Jobbers' group marketing plan starts in Wisconsin. E. L. Barringer. Nat Pet N 29: 9-10 Jl 21 '37

GASOLINE pipe lines

Extensions and loops for gas and gasoline lines. Oil & Gas J 36:194-5 Jl 29 '37

Gasoline line and barge haul halves transportation cost. il Nat Pet N 29:36+ Ag 18 '37

Gasoline pipe lines serve area accounting for half of the total U.S. motor fuel consumption. W. T. Ziegenhain. il map Oil & Gas J 36:52-4 S 16 '37

Humble butane line supplies new polymerization units. il Oil & Gas J 36:130+ S 16 '37

Install section of gasoline line while under high pressure. D. L. Hines. il Oil & Gas J 36:57 S 23 '37

Keystone extension to Buffalo. map Oil & Gas J 36:24 Jl 1 '37

Long pipe lines and many extensions constructed; new pools get outlets. Oil & Gas J 35:70-1+ Ja 28 '37

Operation of a modern pipe line system needs unity of action. T. P. Sanders. il Oil & Gas J 35:40-1 Ap 8 '37

Shell to lay gasoline line to Indianapolis. W. T. Ziegenhain. map Oil & Gas J 36:37 Ag 12 '37

Directories

Gasoline pipe line personnel. Oil & Gas J 36:230 S 16 '37

Laboratories

Laboratory inspection controls operation of pipe lines. il Oil & Gas J 36:149, 151 S 16 '37

Maps

Portion of country receiving gasoline transported through interstate pipe lines. W. T. Ziegenhain. Oil & Gas J 36:52-3 S 16 '37

Two eastern gasoline lines extended; Atlantic refining co. system and Sun oil co. system. Oil & Gas J 36:115 S 16 '37

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Modern pipe line practice uses automatic sampling. L. G. E. Bignell. il Oil & Gas J 36:126+ S 16 '37

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Influence of gasoline vapors on the saturation of the blood by carbon monoxide. H. W. Brondum and G. B. Ray. bibliog J Ind Hygiene 19:320-2 S '37

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Choosing right motor for gasoline pumps. E. A. Whiting. Elec W 107:1092 Mr 27 '37

Hints on gasoline pump maintenance. G. D. Moore. Nat Pet N 29:65 Ap 21 '37

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Ethyl fits the job; research work of Ethyl gasoline corporation. J. Geschelin. il Automotive Ind 76:250-5 F 20 '37

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Aleshire's station friends sent him to Congress. G. T. Kellogg. il Nat Pet N 29:41+ Ap 14 '37

Auto ports, new name for gasoline and auto service retail outlets adopted by Wisconsin jobbers' association. Pet Age 31:9-10 Jl '37

Beautiful station erected in fashionable Nob Hill, San Francisco. il Pet Age 31:8 Ap '37

Brake service featured at service station operated by H. H. Simmons, Casper, Wyo. il Nat Pet N 28:60 D 16 '36

Building a station to pull trade from six-lane highway. J. N. Westsmith. il plan Nat Pet N 29:43, 45-6 Ag 25 '37

Church runs a service station to wipe out debt; Holy Rosary church, Indianapolis. E. L. Barringer. il Nat Pet N 29:62-3 Mr 3 '37

Cities limiting gas stations. Business Week p42+ Jl 24 '37

Corn, on the stalk, is trade puller at Iowa station. il Nat Pet N 29:32 Jl 14 '37

Day at hand for the jobber to run his own stations. Nat Pet N 29:58+ Mr 24 '37

50 motorists tell why they buy. J. W. Thompson. Nat Pet N 29:46-7 Jl 14 '37

Five-gallon buyer visits Pacific coast service stations. J. N. Westsmith. il Nat Pet N 29:39-41+ S 15 '37

Five-gallon buyer visits the far Northwest. J. Westsmith. il map Nat Pet N 29:34-6, 40+ O 13 '37

Michigan jobber builds station with trailer appeal; Ada oil company erects combination store-station unit. il Pet Age 31:22-3 Ja '37

Modernized, from livery stable to complete service station. J. W. Thompson. il Nat Pet N 29:40, 42+ S 1 '37

Offers auto port as modern running mate for airport. J. Barnes. Nat Pet N 29:10 Jl 21 '37

Petroleum service company, Minneapolis, outstanding jobber service station. il Pet Age 31:9-12 O '37

Railway passenger depot replaced by modern service station. il Nat Pet N 29:132+ Ap 21 '37

Rival jobbers co-operate under one merchandising plan; Motorite service and the Morris oil company. il Pet Age 31:22-3 F '37

Sales increased when station was modernized; Miller oil company. il Nat Pet N 29:57-8 F 10 '37

Service station G men; help to trace counterfeiters. F. P. McLaughlin. il Nat Pet N 29:36+ Jl 28 '37

Service station more than doubles tourist camp's annual income. Nat Pet N 29:26 My 19 '37

Servicing cars at airport. J. W. Thompson. il Nat Pet N 29:33-4 Ag 18 '37

Shopping habits of motorists: what do they buy, and where? Sales Management 40: 514+ Mr 15 '37

Speaking of service station hold-ups; frauds and dishonesty of customers. M. I. Newbery. Nat Pet N 29:39 Jl 28 '37

Spring sends trailerites North; opportunities for gasoline service stations. il Nat Pet N 29:110, 112+ Ap 21 '37

Station improvements insured by U.S. Nat Pet N 29:50 Ja 27 '37

Station with zoo attracts many customers; Albert Boyd service station. il Pet Age 31: 23 F '37

What does John Q. Public want? Pet Age 31:22-3 Jl '37

Wisconsin jobber has cabins to increase station profits. il Nat Pet N 29:32 Jl 21 '37

Advertising

Large newspaper ads push seasonal items; Alberts super service, Oconomowoc, Wis. il Pet Age 31:12 Mr '37

Super vacuum cleaning for car pulls in station customers. Nat Pet N 29:88 Ap 21 '37

Automobile accessories

Accessories time-payment plan; Pure oil company. Nat Pet N 29:54 Ag 25 '37

If you don't see it, we haven't got it. J. W. Thompson. il Nat Pet N 29:28, 30-1 O 20 '37

GASOLINE service stations—Automobile accessories—*Continued*

Jobber's budget sales handled by special salesmen; Johnson high test oil co. il Nat Pet N 29:92+ Ap 21 '37

Missouri jobber wholesales automotive merchandise. il Nat Pet N 29:61-2+ Mr 17 '37

Service station men falling down on job? il Pet Age 31:22-3 Je '37

There's extra station sales in vacation trips. il Nat Pet N 29:33-4 Je 16 '37

Trade commission action not to change marketing policy; complaint charges Texas company with violating exclusive dealing sections of Clayton act. H. S. Norman. il Oil & Gas J 35:43 Mr 25 '37

Trade-marked service; United motors service advertises products and also 2,000 dealers. H. C. Smith. il Ptr Ink 178:28-9, 32+ Mr 11 '37

25 per cent of net profits come from accessories. Nat Pet N 29:89 Ap 21 '37

What makes a good station salesman good? il Pet Age 31:9-11 My '37

Chain stations

"Hello neighbor" and the W. H. Pugh oil company. il Pet Age 31:11-13 Je '37

Larkin company mail order house operates chain of stations. il Nat Pet N 29:76+ O 27 '37

Cleanliness

Good housekeeping; rules for cleanliness, weekly supervision and visits by executives. E. L. Barringer. Nat Pet N 29:52+ O 27 '37

Women dirt inspectors keep stations spotless. il Pet Age 31:13-14 Jl '37

Construction and design

Dining room, soda fountain included in station design. il plan Nat Pet N 29:140+ Ap 21 '37

Illuminated glass tower makes station distinctive; Direct service oil co. il plan Nat Pet N 29:144 Ap 21 '37

Making the station a store. S. A. Weissenburger. il Nat Pet N 29:40+ Ja 6 '37

One-stop service station has concrete masonry walls. il plan Am Bld 59:78 My '37

Planning techniques for new and remodeled buildings. il diags plans Arch Forum 66: 86-95 F '37

Prefabricated steel service stations are built of unit sections. il Steel 101:40 Ag 2 '37

Showmanship is feature of west coast station design. J. N. Westsmith. il Nat Pet N 29:43-4+ My 5 '37

65-foot tower draws trade to off-avenue location. il Nat Pet N 29:42 N 3 '37

Standardized service stations, designed by Walter Dorwin Teague. il Arch Rec 82: 69-72 S '37

Uniformity is trend in station design; with list of equipment, cost data, layouts, etc. J. W. Thompson. il diags plans Nat Pet N 29:59-61, 63+ Ap 21 '37

Utmost advertising value in glass-brick service station. il Pet Age 31:8 Ja '37

Emergency service

Mo-Tel starts quick, painless service for stranded autoists. Sales Management 40: 208-9 F 1 '37

Service station men falling down on job? il Pet Age 31:22-3 Je '37

Employees

Extra uniform for Sovereign Service attendants. il Pet Age 31:14 Jl '37

Independent merchant, or employe? retailers' associations and labor unions seek to establish the status of the dealer. E. L. Barringer. Nat Pet N 29:46+ Ja 27 '37

New York city attendants get wage advance. Nat Pet N 29:28 My 26 '37

Older men finding employment at leased stations; age conditions in other oil industry branches. Nat Pet N 28:69-70+ D 16 '36

Type of operator needed at low price station. Nat Pet N 29:98 Ap 21 '37

What makes a good station salesman good? il Pet Age 31:9-11 My; 15-17 Je '37

Equipment

Air compressor; keystone of modern station operation. il Nat Pet N 29:124 Ap 21 '37

Automatic stop-action on Curtis four-poster lift. il Pet Age 30:25 D '36

Portable pneumatic lubricator for service stations. il Comp Air M 42:5307 Ap '37

Selecting a lift. il Pet Age 31:15-17 Mr '37

Used equipment marketed through outside display. il Nat Pet N 29:64 Mr 17 '37

Yes and no; good plumbing means more business for gas stations. il Dom Eng 149: 66-7+ Mr '37

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Gasoline pumps

Finance

Auto supply firm sets customers up in business, gains new sales. il Sales Management 40:230 F 1 '37

New sources of profits in jobbers' own backyard; tables showing bases for quotas and profits to be derived therefrom. J. W. Thompson. Nat Pet N 29:56, 58 Mr 17 '37

Sound station investment. Nat Pet N 29:37-8+ Jl 21 '37

Fires and fire protection

Causes of fire at filling stations are reported. Nat Pet N 29:50 F 17 '37

Hours of business

Dealers favor half day off, rules on hours. Nat Pet N 29:23 Ag 25 '37

Layout

Discards traditional designs; layout of Kelso oil co. plan Nat Pet N 29:31 Jl 7 '37

Uniformity is trend in station design; with list of equipment, cost data, layouts, etc. J. W. Thompson. il diags plans Nat Pet N 29:66, 69 Ap 21 '37

Leasing

Charge accounts a dilemma under Iowa plan set-up. Nat Pet N 29:26 Je 2 '37

Company-controlled station is vanishing under Iowa plan. T. F. Smiley. Oil & Gas J 35:26+ Ja 14 '37

Developments in petroleum marketing. S. A. Swensrud. il Nat Pet N 29:48-54 F 24 '37

Filing federal income tax returns; procedure for station lessees. E. L. Barringer. Nat Pet N 29:54, 56 Mr 3 '37

First find the man; key to success of lessee-operated stations, Crown Point oil co. E. L. Barringer. il Nat Pet N 29:42+ Ja 27 '37

Independent merchant, or employe? retailers' associations and labor unions seek to establish the status of the dealer. E. L. Barringer. Nat Pet N 29:46+ Ja 27 '37

Iowa plan cuts employment in Iowa. Nat Pet N 28:62 D 16 '36

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Lighting

Dealer discusses the cost of service station lighting. il Nat Pet N 29:84-5 Ap 21 '37

Illuminated glass tower makes station distinctive; Direct service oil co. il plan Nat Pet N 29:144 Ap 21 '37

Lighting, the point of sale. il plan Nat Pet N 29:77-8, 80+ Ap 21 '37

Sohio modernizes with mercury lighting. E. B. Karns. il Elec W 108:347+ Jl 31 '37

Volume of potential night sales warrants adequate lighting. il Nat Pet N 29:64-5 Mr 3 '37

GASOLINE service stations—*Continued*

Location

Sound station investment. Nat Pet N 29:32+ Jl 7; 36+ Jl 14; 37-8+ Jl 21 '37

Two stations on same corner in Rochester, N.Y. il plan Nat Pet N 29:30 Jl 28 '37

Lubricating service

Complete line of lubes carried at few outlets. Nat Pet N 29:37 Je 23 '37

Lubrication service must be sold. il Pet Age 30:13-15 D '36

Making the dealer lubrication-conscious. il diag Nat Pet N 29:106+ Ja 13 '37

Making the station a store; efficient greasing. S. A. Weissenburger. il Nat Pet N 29:43-4+ F 17 '37

Showmanship in lubrication. J. W. Thompson. il Nat Pet N 29:49-50+ O 13 '37

Thar's gold, pardner, in them thar front wheel bearings. J. N. Westsmith. il Nat Pet N 29:84, 86+ Ja 13 '37

Management

Big city sales ideas aid small town jobber; Wolf River oil co. il Nat Pet N 29:40+ Jl 7 '37

Built a $25 investment to state's record for gasoline sales; Standard service station of W. Y. Shugart. il Nat Pet N 28:38+ D 30 '36

Car repair business profitable to jobber in small community; Franklin oil & gas company, Bedford, Ohio. il plan Nat Pet N 29:62-4 My 12 '37

Downtown station goes after greasing, washing business. il Nat Pet N 29:34 Jl 28 '37

Eddie Cantor trains Texaco dealers in sound slide film. il Sales Management 40:984 My 15 '37

Fifteen years a service station operator. R. J. Darling. il Pet Age 31:21, 23 Ap '37

Helping stations to sell; practical ideas independent marketers are using. E. L. Barringer. il Nat Pet N 29:87-101 Ap 21 '37

How Classen "brings em in" despite station location. il Nat Pet N 29:33 Jl 28 '37

How Wisconsin jobbers go after that spring business. il Pet Age 31:14-16 Ap '37

Jim Farrimond, salesman. il Nat Pet N 29: 137-9 Ap 21 '37

Jobber cashes-in on firm's local background. il Pet Age 31:11-12 My '37

Make the customer sure he gets what he pays for. S. A. Weissenburger. il Nat Pet N 29:41-2+ My 19 '37

Making the station a store. S. A. Weissenburger. il Nat Pet N 28:59-60+ D 2 '36; 29:47-8+ F 3; 43-4+ F 17; 42+ Mr 10; 51-2, 54, 56 Ap 7 '37

Operator sells some item to every tourist. il Pet Age 31:11-12 Ag '37

Pugh oil co. stations sell one service at time. il Pet Age 30:8 N '36

Selling at stations. Nat Pet N 29:148 Ap 21 '37

Sound station investment. Nat Pet N 29:32+ Jl 7; 36+ Jl 14; 37-8+ Jl 21 '37

Street looked like a battlefield; service station offsets losses due to street obstruction. il diag Nat Pet N 28:48-50+ D 9 '36

$10 daily must come from lubrication lifts, oils and car cleaning department; station of Grimmer bros. E. L. Barringer. il Nat Pet N 29:40+ Ag 18 '37

Tips on getting station ready for winter. Nat Pet N 29:31-2+ O 20 '37

To sell merchandise, display it; Texaco service stations. J. N. Westsmith. il Nat Pet N 29:38, 40 Ja 27 '37

What gives a station "it"? Whitfield service station. il Nat Pet N 29:44-5 Je 9 '37

Wider automotive servicing; oil company stations in cities with compulsory motor vehicle inspection laws find new services are profitable. J. N. Westsmith. il Nat Pet N 29:34, 36-7 O 20 '37

Parking service

Modern station on downtown site parks 80 cars in basement; Paxton service station, Omaha. E. L. Barringer. il Nat Pet N 29: 43-4 Ja 20 '37

Parking space builds station business; Cowell oil co. Nat Pet N 29:146 Ap 21 '37

Records

Daily station reports simplify record-keeping. il Pet Age 31:11-12 Mr '37

Refreshment stands

Ice cream and bears attract customers. il Nat Pet N 29:35 Jl 14 '37

Soft drinks at stations. il Nat Pet N 29:119-20, 123 Ap 21 '37

Safety devices and measures

Care, maintenance and abandonment of underground station tanks. J. M. Klipfel. Nat Pet N 29:47-8+ Ap 28 '37; Excerpts. il Safety Eng 74:13-15 Jl '37

Service

Free newspapers slow down morning customers; novel promotion scheme inaugurated at Minneapolis station. il Pet Age 30:11-12 D '36

Gasoline stations as first aid centers. il Nat Pet N 29:50+ My 19 '37

Gulf express-stop service station in New York city. il Nat Pet N 29:32, 34 S 29 '37

Recognizing the air cleaner as a profitable service item. il Nat Pet N 29:137-9 Ja 13 '37

"Service" is not a word, it's a practice at Cliff Gray's station, Fostoria, O. il Nat Pet N 29:42+ S 8 '37

Sovereign service uses free license change plan. il Pet Age 31:11-12 Ja '37

These marketers jump to keep ahead of 13 competitors down the street. il Pet Age 31: 13-14 Mr '37

Side line selling

Big city sales ideas aid small town jobber; Wolf River oil co. il Nat Pet N 29:40+ Jl 7 '37

Ice profitable station item in selected neighborhoods. il Nat Pet N 29:36+ S 22 '37

Jim Farrimond, salesman. il Nat Pet N 29: 137-9 Ap 21 '37

New sources of profits in jobbers' own backyard. J. W. Thompson. Nat Pet N 29:56, 58 Mr 17 '37

There's extra station sales in vacation trips. il Nat Pet N 29:33-4 Je 16 '37

Signs

Novel sign ads get attention for new station. il Pet Age 30:14-15 N '36

Statistics

Bureau of census makes report on filling stations. Pet Age 31:8 Mr '37

Tire company stations

Most modern service and accessory store opened by Firestone in Evanston, Ill. il Pet Age 31:11-12 Ap '37

Trackage stations

Price cut as wide margin dealers lose gallonage to new tracksides. Nat Pet N 29: 11+ Jl 21 '37

Trailer service

What you need for complete trailer service. il Pet Age 31:9-10 Je '37

Winter service

Guaranteed winter starting campaign launched by Sohio. Nat Pet N 28:66 D 2 '36

If you don't see it, we haven't got it. J. W. Thompson. il Nat Pet N 29:28, 30-1 O 20 '37

Tips on getting station ready for winter. Nat Pet N 29:31-2+ O 20 '37

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Ohio consumer co-op station expanding into other lines. il Nat Pet N 28:65-6 D 2 '36

GASOLINE service stations, Municipal

Muny station a perennial issue; Lincoln, Nebr. retailers, seek right to audit its books through the courts. E. L. Barringer. il Nat Pet N 29:47-8 Mr 24 '37

GASOLINE storage

40% more storage in less ground space through plant modernization. A. S. James. il plan Nat Pet N 29:104-7 Mr 17 '37

Four gallons must be sold to make up for one gallon lost; suggestions for operating a bulk plant. H. V. Le Bourveau. il Nat Pet N 28:50-2 D 16 '36

Smith saves gasoline vapors and dollars; complete system for trapping storage tank gasoline vapors. il diags Pet Age 30:9-11 D '36

Vapor saving system cuts jobber's bulk plant losses. il diags Nat Pet N 28:44+ D 9 '36

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Oil bulk stations

Oil tanks

Fires and fire protection

Menace in flood times. E. W. Hessel. Nat Underw 41:3+ Mr 18 '37

National board plans oil tank safeguarding in floods. W. E. Mallalieu. Weekly Underw 136:382 F 13 '37

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Wants flood rules for oil put into city ordinances. M. G. Van Voorhis. Nat Pet N 29:18-19 Mr 31 '37

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Care, maintenance and abandonment of underground station tanks. J. M. Klipfel. Nat Pet N 29:47-8+ Ap 28 '37; Excerpts. il Safety Eng 74:13-15 Jl '37

GASOLINE tanks

Care, maintenance and abandonment of underground station tanks. J. M. Klipfel. Nat Pet N 29:47-8+ Ap 28 '37; Excerpts. il Safety Eng 74:13-15 Jl '37

Designing and building a modern bulk plant. A. S. James. il diag plans Nat Pet N 29:85-6, 88-9+ Mr 17 '37

Huge gas tanks weld-fabricated. il Iron Age 140:72 Ag 26 '37

Humble butane line supplies new polymerization units. il Oil & Gas J 36:130+ S 16 '37

Painting

Effect of paint colors on evaporation losses. J. C. Albright. il Nat Pet N 29:63-4, 66 Ap 14 '37

GASTROINTESTINAL diseases. See Digestive organs—Diseases

GATES

Restoration of colonial Williamsburg; views and working drawings. Arch Rec 80:346-53, 382-4 N '36

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Allington tidal sluices; part of a scheme for flood alleviation in the Medway valley. il diag Engineer 164:161 Ag 6 '37

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Hot water heating
Insulation (heat)
Mechanical equipment of buildings
Oil burners
Oil fuel
Radiators
Refractory materials
Steam heating
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Creditor of beneficiary of industrial policy cannot garnishee proceeds where insurer had not elected to make payment to beneficiary. Weekly Underw 135:1514 D 19 '36

Facility of payment clause; digest of recent cases. J. S. Regan. Spectator (Life ed) 139:16-17 Jl 8 '37

Insurer liable for premiums on industrial policy to party who had paid the premiums. Weekly Underw 136:860 Ap 10 '37

Judgment creditors held entitled to cash surrender values of industrial policies payable to executor or administrator. Weekly Underw 136:527 F 27 '37

INSURANCE, Industrial—Policy settlement— *Continued*

Party paying premiums on industrial policy although not designated beneficiary held entitled only to amount of premiums actually paid. Weekly Underw 136:208 Ja 16 '37

Rates

Inquiry on premium for industrial insurance in Connecticut sought. Ins Field (Life ed) 66:7 Mr 19 '37

Great Britain

British industrial insurance annual statistical report, 1935. East Underw 37:7 N 20 '36

Working-class insurance. A. T. Wilson. J Royal Society of Arts 85:471-4; Discussion. 475-8 Ap 2 '37

Mississippi

Mississippi adopts new industrial rules. Weekly Underw 137:343+ Ag 21 '37

New York (state)

Hearing in N.Y. on proposed industrial quiz. Nat Underw (Life ed) 41:10 Mr 19 '37

Industrial and ordinary life company probe demanded in New York. Nat Underw (Life ed) 41:2+ Ja 15 '37

Pennsylvania

Uniform industrial policy bill. East Underw 38:9 Mr 26 '37; Ins Field (Life ed) 66:5 Mr 26 '37; Nat Underw (Life ed) 41:19 Mr 26 '37; Weekly Underw 136:707 Mr 27 '37

United States

Industrial companies pleased with 1936 results. Ins Field (Life ed) 65:15 D 25 '36

Industrial life insurance. E. B. Fackler. Ins Field (Life ed) Conv no 66:13 O 14 '37; Same. Nat Underw (Life ed) 41:2+ O 15 '37; Same. Weekly Underw 137:853 O 16 '37

INSURANCE, Inland marine

Casualty-marine fields converge; possibilities under new Illinois code. J. C. O'Connor. Nat Underw 41:17+ Jl 15 '37

Coverage of automotive vehicles is defined, and information given on Texas situation. Weekly Underw 136:54 Ja 2 '37

Flood damage in eleven states may be source of future claims. Weekly Underw 136:276 Ja 30 '37

Historical background and definition of inland marine insurance. H. H. Reed. Weekly Underw 135:1177-80 N 14 '36

How the output of industrial plants should be protected by inland marine insurance. H. E. Sayre. Weekly Underw 137:498+ S 4 '37

Inland marine premiums show steady increase. M. B. Hicks. East Underw 37:83 D 4 '36

Marine field interesting many fire companies. Nat Underw 41:5 O 28 '37

Marine insurance is most up-to-date form; abstracts. E. D. Lawson. Weekly Underw 136:1239 My 29 '37; Ins Field (Fire ed) 66:7+ Je 3 '37

Progress in writing of transportation floaters. J. G. Barghusen. Weekly Underw 136:51-3 Ja 2 '37

See also

Inland marine underwriters association
Insurance, Fine arts
Insurance, Fur
Insurance, Furriers' customers
Insurance, Jewelry
Insurance, Motor truck contents
Insurance, Personal effects

Adjustment of claims

Adjustment of inland marine losses. (In Lectures on insurance, presented before insurance classes in Vancouver and New Orleans, p3-63). pa 25c J. M. Faulkner. Insurance institute of America, 80 John st, New York '36

Decisions on transfer of policy for account of "whom it may concern." C. J. Haas. East Underw 38:35 Je 25 '37

Insurers entitled to subrogation against vessels; both at fault. East Underw 38:31 F 19 '37

Jewelry, fine arts and personal floater losses. G. W. Nixon. Weekly Underw 136:665-6 Mr 20 '37

Meaning of phrase, admiralty cognizance. R. A. W. Banta. Weekly Underw 136:616 Mr 13 '37; Same. East Underw 38:26 Ap 9 '37

Supreme court denies recovery by underwriters in Dixon-King case. Weekly Underw 136:1297 Je 5 '37

Agents

Agent should foster inland marine cases. L. B. Menner. Ins Field (Fire ed) 66:6 Jl 15 '37; Same. Weekly Underw 137:111 Jl 17 '37

Inland marine; prospects and coverages. Weekly Underw 137:648 S 25 '37

Introduce yourself to new premium income. H. I. Bartlett. Ins Field (Fire ed) 66:8-9 O 21 '37; Same. Weekly Underw 137:820-1 O 16 '37

Coverage

Inland marine field leads in writing comprehensive insurance; abstracts. D. C. Bowersock. East Underw 38:29+ Jl 9 '37; Nat Underw 41:5+ Jl 8 '37; Weekly Underw 137:66-7 Jl 10 '37

Finance

American marine insurance results in 1936; tabulation. Weekly Underw 136:719-20 Mr 27 '37

Premium writings for 1936. East Underw 38:30+ Mr 12 '37

History

Ordinances of the city of Hamburg, 1731; carriage of goods. Weekly Underw 136:834 Ap 10 '37

Policies

Floaters; coverage including cameras, stamp collections, musical instruments, etc. G. W. Nixon. Weekly Underw 135:1367-8+ D 5 '36

Floaters—miscellaneous mercantile properties. G. W. Nixon. Weekly Underw 136:614-15 Mr 13 '37

Form of wool growers' floater approved. Weekly Underw 135:1537 D 26 '36

Horse and wagon floater. Spectator (Property ed) 3:22 Ag 12 '37

Joint committee's new interpretative rulings; contractors' equipment, revenue stamps and installation risks. Weekly Underw 137:68 Jl 10 '37

Revision in rules on personal effects policies. East Underw 38:33 Ap 23 '37; Weekly Underw 136:948+ Ap 24 '37

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Ski insurance being sold by companies. East Underw 38:19 Ja 8 '37

Stamp collection floater insurance. J. J. Barghusen. Spectator (Property ed) 2:26 N 19 '36

Stamp collection insurance. East Underw 38:27 Je 4 '37

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Transportation insurance. Spectator (Property ed) 2:30 Je 3 '37

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Transportation risk, storage and processing. G. W. Nixon. Weekly Underw 136:498+ F 27 '37

Personal property floater

Chicago upset over personal floaters. Weekly Underw 135:1431 D 12 '36

Householder's forms in Missouri must be filed by Oct. 1. Weekly Underw 137:488 S 4 '37

I.M.U.A. rule bars casualty writing of property floater. Nat Underw 41:13+ Jl 29 '37

Marine 3-year term plan is up in Chicago. Nat Underw 40:3+ D 3 '36

New York open minded on personal property floater as a casualty line. Nat Underw 41:13+ Ag 5 '37

Rules governing writing of personal property floater amended. East Underw 38:25 F 26 '37; Nat Underw 41:24+ F 25 '37; Weekly Underw 136:500 F 27 '37

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Sales opportunity. E. D. Lawson. Nat Underw 41:22 O 28 '37

Threat is seen in Illinois measure. Nat Underw 41:3+ Ap 8 '37

Rates

Changes in rates and rules on personal effects floaters, wool floaters, and unearned premiums. East Underw 38:33 Ap 23 '37; Nat Underw 41:14 Ap 22 '37; Weekly Underw 136:948+ Ap 24 '37

Study and teaching

Marine and inland marine questions and answers in Manual of examination of Illinois department. Weekly Underw 135:1535-6 D 26 '36

United States

Mutuals form inland marine conference. East Underw 37:20 D 25 '36; Weekly Underw 135:1527+ D 26 '36

Wisconsin

New ruling on filing of marine rates on fire risks in Wisconsin is issued. East Underw 37:38 N 13 '36; Ins Field (Fire ed) 65:5 N 12 '36; Nat Underw 40:10 N 12 '36; Spectator (Property ed) 2:33 N 19 '36; Weekly Underw 135:1176 N 14 '36

INSURANCE, Installation

Deferred payment and installation floaters. G. W. Nixon. Weekly Underw 136:179-80 Ja 16 '37

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Installation risks as marine cover explained. Spectator (Property ed) 3:6 Jl 15 '37

INSURANCE, Jewelers' block

Important coverage; comprehensive dealers' form discussed. E. G. Shirpser. Weekly Underw 136:334+ F 6 '37

Insurance of celebrated Jonker diamond. Weekly Underw 136:373+ F 13 '37

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St Paul fire and marine underwrites Jonker 726-carat diamond. Nat Underw 41:27 F 4 '37

INSURANCE, Jewelry

Circumstantial evidence in insurance frauds; solving a jewelry loss. J. A. Gerber. Weekly Underw 136:898 Ap 17 '37

Fingerprinting jewels now; protective measure of manufacturers. Nat Underw 41:34 Mr 25 '37

Insurance lesson in $300,000 gem theft. Weekly Underw 136:265+ Ja 30 '37

Justification of separate schedule for jewelry in writing three-year property floater. Nat Underw 41:40 Ap 8 '37

Personal effects cover, and jewelry and furs. G. W. Nixon. Weekly Underw 135:1242-3 N 21 '36

INSURANCE, Liability

All-cover liability policy; abstract. Management R 26:84 Mr '37

Bar railroads from requiring hold harmless pacts on grade separation projects. Nat Underw 41:16 Ag 19 '37

Denmark; insurance against third-party hazards of dog ownership. Spectator (Property ed) 3:7 O 7 '37

Liability protection is sought by teachers. Weekly Underw 136:187 Ja 16 '37

New York law gives husband or wife right to sue; effect on liability insurance. East Underw 38:31 Jl 2 '37

Public liability is one of world's oldest hazards. A. Crawford. Nat Underw 41:54 F 18 '37

Revisions in liability manual made by National bureau. East Underw 38:38 My 28 '37; Ins Field (Fire ed) 66:12 My 27 '37; Nat Underw 41:45 My 27 '37; Weekly Underw 136:1252 My 29 '37

Trend seen toward all risk public liability. A. Crawford. Spectator (Property ed) 3:30 Jl 1 '37

See also

Insurance, Automobile
Insurance, Malpractice liability
Insurance, Motor truck
Insurance, Owners', landlords' and tenants' public liability
Insurance, Product liability
Insurance, Residence liability
Insurance, Workmen's compensation

Adjustment of claims

Assured denied right to aid in defense. S. P. Black, jr. Nat Underw 41:16+ S 2 '37

Injury, due to unjustified assault, considered accidental bodily injury. Spectator (Property ed) 2:28-9+ F 25 '37

Liquor liability is hit by large claim under Illinois dram shop act. Nat Underw 41:29+ Ja 14 '37; Ins Field (Fire ed) 66:12 Ja 14 '37

Policy time limitations on third party actions; digest of recent cases. J. L. Roesch. Spectator (Property ed) 2:28-9 Ap 22 '37

Agents

General public liability readily sold when properly presented. W. A. Boag. Weekly Underw 136:733 Mr 27 '37

Letter to home-owners presenting residence bodily injury liability. Weekly Underw 135:1502 D 19 '36

Selling liability cover. S. Ragland. Weekly Underw 137:835-6 O 16 '37; Excerpts. East Underw Extra ed 38:16 O 9 '37

Selling public liability insurance. J. D. Hall. Weekly Underw 137:127 Jl 17 '37

Errors and omissions policies

Liability coverage for fiduciaries. D. McLaurin. Trust Companies 65:223-6 Ag '37

Protection of trustees against surcharge claims; personal and corporate trust functions subject to charges of negligence. S. A. Coykendall, jr. Trust Companies 64:49-54 Ja '37

Finance

Developed experience on reserves on liability claims. Nat Underw 41:35+ Ap 1 '37

Fraudulent claims

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History

Great pioneers in American liability insurance. E. S. Lott. East Underw 38:27 Ag 27; 30 S 3; 30 S 10; 38+ S 17; 42 S 24; 36 O 1; 38 O 8; 46 O 15; 40 O 22; 38 O 29; 36-7 N 5; 42 N 12 '37

Policies

All-cover liability form needed. E. W. Sawyer. Nat Underw 40:25+ D 31 '36

All risk public liability; policy issued exclusively by the Great Lakes casualty co. of Detroit, Mich. A. Crawford. Spectator (Property ed) 2:26+ Ja 28 '37

Deductible and excess coverages, liability and property damage lines other than automobile. J. M. Cahill. Weekly Underw 135:1285 N 21 '36

Insurance program for banks, with special reference to blanket bonds. J. R. Rooney. Weekly Underw 136:729-33 Mr 27 '37

Need of all risk public liability. A. Crawford. Nat Underw 41:33+ Ja 21; 42 F 4 '37

Personal liability insurance. Spectator (Property ed) 2:26-7 D 31 '36

Teachers' liability insurance. Spectator (Property ed) 2:27 D 31 '36

See also

Insurance, Liability—Errors and omissions policies

Rates

Coronation crowd insurance. East Underw 38:19 My 7 '37

INSURANCE, Life

Agent gets brunt of insurance criticism; companies should reply. M. L. Lane. East Underw 38:13 My 21 '37

Bankers, underwriters in common cause; face common problems. T. K. Smith. Weekly Underw 135:1388 D 5 '36

Busy Chicago day; answers to agents' questions. M. A. Linton. Nat Underw (Life ed) 41:6+ Ja 1 '37

Challenge of institution's critics not modern idea. E. N. Jory. Nat Underw (Life ed) 41:9 My 7 '37

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Companies should meet the changing times. R. L. Davis. Nat Underw (Life ed) 41:1+ F 26 '37

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Current insurance trends. M. J. Cleary. East Underw 38:3 Ja 8 '37

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National association of life underwriters replies to article in "Time" criticizing life insurance. T. M. Riehle. East Underw 38:8 Jl 2 '37; Same. Ins Field (Life ed) 66:4+ Jl 2 '37; Same. Nat Underw (Life ed) 41:12+ Jl 2 '37; Same. Weekly Underw 137:5+ Jl 3 '37

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New and retired life companies, 1936. Spectator (Life ed) 138:14-15 F 18 '37

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Secretary of Labor Frances Perkins talks to the life insurance men. Nat Underw (Life ed) 41:2+ O 1 '37

Social security expected to stimulate sale of life insurance policies. Nat Underw (Life ed) 40:2+ D 25 '36

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See also

Annuities
Benefit societies
Insurance, Business
Insurance, Group
Insurance, Industrial
Insurance trusts
Mortality
Savings banks—Insurance departments
Trade unions—Benefit funds

Accounting

Accounting and policies need to be simplified; abstracts. R. C. McCankie. East Underw 38:17 My 28 '37; Nat Underw (Life ed) 41:1+ My 28 '37

Agency executive urges actuaries to watch trends. L. L. Johnson. Nat Underw (Life ed) 41:4 Mr 19 '37

Give public clearer view of insurance functions; abstracts. V. R. Smith. East Underw 38:3-4 O 29 '37; Ins Field (Life ed) 66:8 O 29 '37; Nat Underw (Life ed) 41:2+ O 29 '37; Weekly Underw 137:944 O 30 '37

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Actuaries

Agency executive urges actuaries to watch trends. L. L. Johnson. Nat Underw (Life ed) 41:4 Mr 19 '37

Adjustment of claims

Beneficiaries and extended insurance; digest of recent cases. J. S. Regan. Spectator (Life ed) 139:16-17 Ag 19 '37

British court voids policy for suicide. East Underw 38:11 Ap 9 '37

Coroner's certificate held inadmissible to show cause of death without autopsy. Weekly Underw 137:1016 N 6 '37

Court decision turns on accidental means; words held non-technical. East Underw 38:8 Mr 26 '37

Court rulings in annuity suits; digest of recent cases. J. S. Regan. Spectator (Life ed) 138:16-17 Ja 7 '37

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Decisions based on exact wording of contract; digest of recent cases. J. S. Regan. Spectator (Life ed) 138:24-5 F 18 '37

Disabled insured asking lump sum. Nat Underw (Life ed) 41:3+ Ja 1 '37

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INSURANCE, Life—Adjustment of claims —*Continued*

Interpretation of contract wording; accidental means; digest of recent cases. J. S. Regan. Spectator (Life ed) 138:16-17 Ap 1 '37

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U.S. Supreme court rules on important policy issue; laws of state of issuance take precedence. Nat Underw (Life ed) 40:2+ D 11 '36

Use of Federal declaratory judgment act in connection with life insurance cases. E. R. Morrison. East Underw 38:3 Je 18 '37

Advertising

Advertising as factor in selling program. G. A. Adsit. East Underw 38:12 Mr 12 '37

Advertising awards made by Southern round table of Life advertisers association. Ins Field (Life ed) 66:8 My 14 '37; East Underw 38:7 My 14 '37

Advertising; it helps you. F. L. Fisher. Ins Field (Life ed) 66:11 My 7; 12 My 14; 13-14 My 21 '37

Awards at Life advertisers association convention. East Underw 38:4 O 1 '37; Ins Field (Life ed) 66:8 S 24 '37

Calendar and blotter campaign successful. G. A. Adsit. East Underw 38:14 O 1 '37

Direct mail and other techniques for selling; abstracts. G. A. Eubank. Nat Underw (Life ed) 41:6+ Ja 22 '37; Weekly Underw 136:246-7 Ja 23 '37

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Eight ways to make direct mail more effective. E. E. Kirkpatrick. Ins Field (Life ed) 65:8 N 20 '36; Same cond. Weekly Underw 135:1271 N 21 '36

Getting agents to use promotion material. S. R. Hay, jr. East Underw 38:7 My 14 '37

Helping agent get most out of company advertising. E. M. Hunt. East Underw 38:4+ S 17 '37; Abstract. Nat Underw (Life ed) 41:23 S 17 '37

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Lifetime earnings is theme of new ad series. L. J. Evans. il East Underw 38:4 Ja 8 '37

Massachusetts Mutual publishes a magazine for boys. J. M. Blake. East Underw 37:20 N 20 '36

National magazine insurance advertisers tell their 1937 objectives. il East Underw 38:102+ pt 2 O 1 '37

Need for more effective advertising and educational work in life insurance. C. O. Fisher. Weekly Underw 137:666 S 25 '37

New values in life insurance advertising. E. M. Hunt. Weekly Underw 136:61-2 sec 2 My 1 '37

Penn Mutual's direct mail methods. Nat Underw (Life ed) 41:12 Je 11 '37

Personalized collections; General American life insurance company of St Louis. il Ptr Ink Mo 35:32+ O '37

Sales follow-up for national advertising; abstracts. B. N. Mills. East Underw 38:13 Mr 5 '37; Spectator (Life ed) 138:22 Mr 4 '37

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Tested sales promotion; lists of substantial policyholder clients. R. G. Richards. Weekly Underw 136:402 F 13 '37

Tested sales promotion; monthly mailing campaign. G. A. Eubank. il Weekly Underw 135:1326+ N 28 '36

Twenty life companies now spending $3,000,000 in national advertising. K. R. Miller. East Underw 37:16 N 13 '36

When is insurance advertising read and recognized? R. Sheldon. il Adv & Sell 29:38+ Ag 12 '37

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Work of advertising men is to make insurance wanted. W. D. Fuller. East Underw 38:14 O 1 '37

Agents

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Agent can eliminate rate by simple formula. W. G. Lasseter. Nat Underw (Life ed) 41:23 Ag 6 '37

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Agent finds the prospect's ability to pay. J. L. Pink. Weekly Underw 136:907 Ap 17 '37

Agent needs fund of vivid ideas to stir the prospect. H. Summy. Nat Underw (Life ed) 41:10-11 S 17 '37

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Apply industrial principles to job of selling. E. D. Garmon. il Spectator (Life ed) 138:6-8 Ag 5 '37

Approach that sells the business man. J. Hexton. Ins Field (Life ed) 66:10-11 Je 18 '37

Average million dollar round table member pictured. Ins Field (Denver Conv Daily ed) 66:9 Ag 25 '37; Nat Underw (Life ed) Daily ed 41:44 Ag 25 '37

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INSURANCE, Life—Agents—*Continued*

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Concentrate on need, not on cost per $1,000. Ins Field (Life ed) 66:15 Mr 19 '37
Connecticut sales congress. Nat Underw (Life ed) 41:1+ Mr 26 '37
Convincing answers to four objections. Nat Underw (Life ed) 41:27 Mr 26 '37
Correlation of salesmanship and advertising. V. H. Jenkins. Ins Field (Life ed) 66:4 Je 25 '37
Deeper study of human nature advocated. I. Bendiner. Ins Field (Life ed) 66:4 Ap 2 '37; Excerpts. Weekly Underw 136:911 Ap 17 '37
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INSURANCE, Workmen's compensation—Industrial diseases—*Continued*

Reinsurance pools for assigned compensation risks launched in Illinois. East Underw 38:25 Ag 6 '37; Nat Underw 41:13 Ag 5 '37

Thorough methods in preventing silicosis needed. A. S. Johnson. Nat Underw 41:48 Ja 28 '37

Payment of benefits

Compensation exhibit of Wisconsin compiled; new way to compute earnings. Weekly Underw 137:996 N 6 '37

Policies

Excess insurance co. policy fills gap in retrospective plan. East Underw 38:29 Ag 13 '37

Excess insurance in connection with retrospective rating. Spectator (Property ed) 3:27 S 23 '37

Preventive work

Engineering problems. R. B. Williams. Weekly Underw 136:1401-2 Je 19 '37

Safety begins at the top; insurance and management cooperation in paper mill. Safety Eng 73:25 Ap '37

Rates

New Jersey compensation rates lower. East Underw 38:51 Ap 30 '37

New Michigan rates. Spectator (Property ed) 2:30 D 17 '36

New York compensation rates go 2% lower on July 1. East Underw 38:37 Je 11 '37; Ins Field (Fire ed) 66:10 Je 10 '37; Nat Underw 41:28 Je 17 '37; Spectator (Property ed) 2:7 Je 17 '37

Oklahoma Supreme court asked to fix compensation rates. Ins Field (Fire ed) 66:12 Mr 4 '37

Use of weighted five-year average in calculating compensation rates. H. T. Barber. Nat Underw 41:23+ My 20 '37

Wisconsin's new occupational disease rate credit plan. Nat Underw 41:30 Ap 8 '37; East Underw 38:40 Ap 9 '37

Retrospective plan

Advantages and obstacles in retrospective plan. R. J. Glasgow. East Underw 38:30 Ag 13 '37

Brokers position on rating plan stated. H. W. Schaefer. Weekly Underw 136:562 Mr 6 '37

Contractors' insurance costs reduced by new rating plan. J. W. Randall. Eng N 118:581-2 Ap 22 '37

Employers asked to push retrospective plan by Risk research institute. J. G. Goetz. East Underw 38:38-9 F 5 '37

History and advantages. Spectator (Property ed) 3:26 S 23 '37

Michigan rejects retrospective plan. Ins Field (Fire ed) 65:10 D 24 '36

Plans are experimental. J. A. Beha. Nat Underw 41:35 Mr 11 '37

Progress in retrospective rating. W. F. Roeber. East Underw 37:85+ D 4 '36

Reasons for breaking New York tie vote on retrospective rate plan. L. S. Senior. East Underw 38:36 Ja 15 '37; Same. Nat Underw 41:31 Ja 14 '37

Retrospective plan approved; amendments suggested; abstracts. L. H. Pink. East Underw 38:55 Ap 30 '37; Ins Field (Fire ed) 66:5-6+ My 6 '37; Nat Underw 41:21+ My 6 '37

Retrospective plan needs fair trial; abstracts. H. J. Mortensen. East Underw 38:38+ Je 25 '37; Ins Field (Fire ed) 66:12-13+ Je 24 '37; Nat Underw 41:23+ Je 24 '37

Retrospective rating after a year's trial. F. J. DeCelles. East Underw 38:42 Je 25 '37; Same. Weekly Underw 136:1447 Je 26 '37

Retrospective rating plan aired before Supt. Pink of New York. East Underw 38:31+ Mr 5 '37; Ins Field (Fire ed) 66:12+ Mr 4 '37; Nat Underw 41:33+ Mr 4 '37; Spectator (Property ed) 2:6 Mr 11 '37; Weekly Underw 136:564 Mr 6 '37

Retrospective vs. supplementary plan. J. J. Magrath. East Underw 38:32+ My 21 '37

Stock companies' brief supporting retrospective rating. J. A. Beha. East Underw 38:34-5 Mr 26 '37; Abstract. Spectator (Property ed) 2:7 Mr 25 '37

Three states take action; Maryland approves, Michigan and Colorado disapprove. Nat Underw 40:26 D 24 '36

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Voluntary plan is recommended for rejected risks. W. F. Roeber. Nat Underw 41:35+ Ja 28 '37; Same abr. Weekly Underw 136:396+ F 13 '37

See also
Insurance, Workmen's compensation—Industrial diseases

Self insurance

Michigan Attorney General rules on stop-loss cover bought outside state. East Underw 38:33+ Jl 2 '37

Stop loss cover may be bought outside of state, is Michigan ruling. Ins Field (Fire ed) 66:11 My 20 '37; Nat Underw 41:24 My 20 '37

Workmen's compensation reserve trusts; field for administration of funds by corporate fiduciaries. D. A. Northey. Trust Companies 63:559-61 N '36

California

Silicosis legislation not likely. D. W. Burbank. Weekly Underw 135:1373 D 5 '36

Colorado

New wage basis. Nat Underw 40:38 N 12 '36

Connecticut

Connecticut debates compensation changes. Weekly Underw 136:619 Mr 13 '37

Denmark

Workmen's insurance in Denmark. J. O. Janousek. Comm Rep p707 S 4 '37

Lithuania

Compulsory accident insurance in Lithuania. J. Schapiro. Monthly Labor R 43:1146-8 N '36

Massachusetts

Injured worker need not submit to operation; Supreme judicial court of Massachusetts decision. Monthly Labor R 45:908-9 O '37

Massachusetts fund bill; labor leader's charges answered. Nat Underw 41:51 Mr 25 '37

Minnesota

Minnesota's new law falls short of aim. Weekly Underw 136:1446 Je 26 '37; Same. Ins Field (Fire ed) 66:12 Je 24 '37

New Jersey

Compensation outlook in New Jersey. A. R. Lawrence. Weekly Underw 136:1186 My 22 '37

New York (state)

Compensation security continues to increase. Weekly Underw 136:391 F 13 '37

Creditors of International Reinsurance getting dividend. East Underw 37:39 N 13 '36; Spectator (Property ed) 2:32 N 19 '36; Weekly Underw 135:1192 N 14 '36

1937 amendments. East Underw 38:33 Je 18 '37

Southern Surety of New York creditors are 100% paid. Spectator (Property ed) 2:31 Je 17 '37

State's 1936 compensation claims. E. F. Andrews. East Underw 38:41 Ja 15 '37

War on pseudo business partnerships; N.Y. labor department campaign. East Underw 38:33 Je 18 '37

Ohio

Inadequacies of state managed compensation funds; abstracts. W. W. Greene. East Underw 37:45+ N 20 '36; Nat Underw 40:47+ N 19 '36; Weekly Underw 135:1284 N 21 '36

INSURANCE, Workmen's compensation—*Cont.*

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Compensation law penalizes Oklahoma workers and employers. A. S. James. Nat Pet N 29:49-50 Ja 6 '37

Pennsylvania

Claimants to receive $200,000 distribution; Republic Casualty case. Weekly Underw 137: 121 Jl 17 '37

Liberal compensation bill is presented in Pennsylvania. Ins Field (Fire ed) 66:12 Ja 21 '37; Nat Underw 41:32 Ja 14 '37

New compensation act. Ins Field (Fire ed) 66:12 O 7 '37

Pennsylvania sure of workmen's compensation. Weekly Underw 135:1173+, 1257-8 N 14-21 '36; Excerpts. East Underw 37:42-3 N 13 '36; Nat Underw 40:30 N 12 '36

United States

Compensation outlook. H. M. Rose. Weekly Underw 136:838 Ap 10 '37

Cradle of compensation rates and rules; functions of the National council on compensation insurance. D. Porter. Spectator (Property ed) 2:10-14+ F 11 '37

Facts on accident costs with special reference to inclusion of occupational diseases in compensation laws. H. D. Sayer. Weekly Underw 136:899-901 Ap 17 '37; Excerpts. East Underw 38:45 Ap 16 '37

More workmen's compensation? Business Week p30+ F 20 '37

National council on compensation insurance annual meeting, New York, Dec. 3. Ins Field (Fire ed) 65:11-12 D 10 '36; Nat Underw 40:29+ D 10 '36; Spectator (Property ed) 2:6 D 17 '36

Report of liaison officer between commissioners and National council on compensation insurance; abstracts. C. W. Hobbs. East Underw 38:36 Je 25 '37; Nat Underw 41:23+ Je 24 '37

U.S. Chamber of commerce traces compensation tendencies. Weekly Underw 137:655-7 S 25 '37

Wisconsin

Employes cannot renounce workmen's compensation; decision. Nat Underw 41:19 Ap 29 '37; Weekly Underw 136:1070 My 8 '37

INSURANCE actuaries

See also

Casualty actuarial society

International congress of actuaries

INSURANCE advertising conference

Annual meeting, 15th, Briarcliff, N.Y. Sept. 13-14. East Underw 38:1+ S 17 '37; Ins Field (Life ed) 66:7-8+ S 17 '37; Nat Underw (Life ed) 41:3+ S 17 '37; Weekly Underw 137:581+ S 18 '37

Fire and casualty group session. Spectator (Property ed) 3:10-13 S 23 '37

Mid-year meeting, New York. Weekly Underw 135:1354+ D 5 '36; East Underw 37:41 D 11 '36

Work of the organization. Spectator (Life ed) 137:14-15 sec 2 D 10 '36

INSURANCE agents

Agent discovers there are always specialists along the line to help him. Weekly Underw 135:1251 N 21 '36

Agent grievances; abstracts. W. O. Wilson. Nat Underw 41:3+ Je 17 '37; Weekly Underw 136:1380+ Je 19 '37

Agents' competitors include all salesmen, not insurance men alone. W. S. Pearce. East Underw 38:32 Ja 29 '37

Alabama association of insurance agents 41st annual convention, Montgomery, May 13-14. Ins Field (Fire ed) 66:5-6+, 10 My 20 '37; Nat Underw 41:5+ My 20 '37

Arizona insurance agents association annual meeting, Tucson. Nat Underw 40:8 N 19 '36

Attributes of real insurance agent. R. L. Bowen. Nat Underw 41:29 O 28 '37

Benefits of survey plan of selling. E. R. Ledbetter. East Underw Extra ed 38:12 O 9 '37; Excerpts. Weekly Underw 137:747 O 9 '37; Ins Field (Dallas Conv Daily ed) 66:13+ O 7 '37; Abstract. Nat Underw Conv no 41:22+ O 8 '37

Chicago board of underwriters tightens membership requirements. Nat Underw 41:3+ Ap 29 '37

Companies and agents co-operate thru Business development office. K. H. Bair. Ins Field (Fire ed) 66:19 My 20 '37; Excerpts. East Underw 38:18 My 21 '37

Company-agency relations; abstracts. C. F. Liscomb. East Underw 38:21 S 17 '37; Weekly Underw 137:580+ S 18 '37

Competitive factors; abstracts. E. M. Allen. Ins Field (Fire ed) 66:7+ Jl 1 '37; East Underw 38:32 Jl 2 '37; Nat Underw 41: 20 Jl 1 '37

Complete divorce of local and general agencies is favored. H. C. Stebbins. Ins Field (Fire ed) 66:7-8 S 30 '37

Connecticut association of insurance agents annual convention, New Haven. East Underw 37:15+ N 27 '36; Ins Field (Fire ed) 65:8 N 26 '36; Nat Underw 40:5+ N 26 '36

Connecticut association of insurance agents, 39th annual meeting, New Haven. East Underw 38:21+ N 5 '37; Ins Field (Fire ed) 66: 18 N 4 '37; Nat Underw 41:5+ N 4 '37

Cross-currents affecting company-agency relations. C. F. Liscomb. Ins Field (Fire ed) 66:7-8+ S 16 '37; Abstract. Nat Underw 41: 4+ S 16 '37

Essentials of a good sales plan. R. E. Brown, jr. Spectator (Property ed) 3:11-12 S 23 '37

Fire and casualty agents of South Dakota annual meeting, Sioux Falls. Ins Field (Fire ed) 66:17 O 21 '37; Nat Underw 41:5+ O 21 '37

Georgia association of insurance agents annual convention, Atlanta, June 18-19. Ins Field (Fire ed) 66:7+ Je 24 '37; Nat Underw 41:6+ Je 24 '37

Idaho state association of insurance agents annual convention, Boise, Aug. 1-2. Ins Field (Fire ed) 66:7 Ag 5 '37; Nat Underw 41:5+ Ag 5 '37

Ideas that click; asking for definite appointment. P. Troth. East Underw 38:12 N 5 '37

Illinois association of insurance agents annual convention, Peoria. Ins Field (Fire ed) 65: 5+ N 19; 6+ N 26 '36; Nat Underw 40:25+ N 19; 5+ N 26 '36

Illinois association of insurance agents 38th mid-year meeting, Springfield, May 21. Ins Field (Fire ed) 66:22 My 27 '37; Nat Underw 41:3+ My 27 '37

Insurance agents league of Washington 16th annual convention, Tacoma, Aug. 11-13. Ins Field (Fire ed) 66:6 Ag 19 '37

Insurance federation of Pennsylvania annual convention, Pittsburgh. Ins Field (Life ed) 66:5-6 Je 11 '37; Nat Underw (Life ed) 41:3+ Je 11 '37

Insurance men as hobbyists. East Underw 38:44 F 5 '37

Iowa association of insurance agents annual convention, 31st, Waterloo. Ins Field (Fire ed) 66:5+ S 16 '37; Nat Underw 41:20+ S 16 '37

Is the laborer worthy of his hire? abstracts. E. M. Allen. East Underw 38:42 N 5 '37; Nat Underw 41:5+ O 28 '37; Weekly Underw 137:934 O 30 '37

Kansas association of insurance agents 17th annual meeting, Topeka, Oct. 27-29. Ins Field (Fire ed) 66:7+ N 4 '37; Nat Underw 41:18+ N 4 '37

Kentucky association of insurance agents annual convention, Louisville, June 17-18. Ins Field (Fire ed) 66:7-8+ Je 24 '37; Nat Underw 41:5+ Je 24 '37

Local agent and chain store insurance. W. A. Hamlin. il Spectator (Property ed) 2: 10-15+ Ja 28 '37

Maine insurance agents association annual meeting, Waterville. Ins Field (Fire ed) 66: 8 O 28 '37; Nat Underw 41:6 O 28 '37

Making best use of the Business development office. R. G. Hinkley. East Underw 38:25+ O 29 '37

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Many new coverages aid agents. R. H. Moore. East Underw 37:30-1 D 18 '36

Massachusetts association of insurance agents annual meeting, Worcester. East Underw 38:28 N 5 '37; Ins Field (Fire ed) 66:6 N 4 '37; Nat Underw 41:5+ O 28 '37; Spectator (Property ed) 3:7 N 4 '37

Meeting competition; dangers to the American agency system. R. H. Bland. Ins Field (Fire ed) 66:4 Jl 29 '37; Same. Weekly Underw 137:166+ Jl 24 '37

Meeting competition; using the work of the Business development office. F. A. Gantert. Ins Field (Fire ed) 66:4+ S 23 '37

Merchandising program for agent; problems of agent and retail merchant compared. E. Dean. Nat Underw 41:26+ O 21 '37

Michigan agents are pushing business development office plan. East Underw 38:29 Ap 30 '37

Michigan agents back of an aggressive movement. Nat Underw 41:22 S 23 '37

Michigan agents in mid-year meeting. Nat Underw 41:5+ F 18 '37

Michigan association of insurance agents annual convention, Grand Rapids. Ins Field (Fire ed) 66:6+ S 16 '37; Nat Underw 41:17+ S 16 '37

Midwest completes first part of drive under Business development office system. Ins Field (Fire ed) 66:7 Ag 5 '37

Minnesota association of insurance agents 40th annual meeting, Duluth. Ins Field (Fire ed) 66:7-8 Ag 19 '37; Nat Underw 41:5+ Ag 19 '37

Mississippi association of insurance agents 39th annual convention, Gulfport. Ins Field (Fire ed) 66:10-11 My 27 '37

Missouri association of insurance agents 38th annual meeting, Columbia, Oct. 13-14. Ins Field (Fire ed) 66:6+ O 21 '37; Nat Underw 41:5+ O 21 '37

National negro insurance association annual convention, Augusta, Ga. Nat Underw (Life ed) 41:7 Je 4 '37

New England associations annual convention, Bretton Woods, N. H. East Underw 38:1+ Jl 9 '37; Ins Field (Fire ed) 66:7-8+ Jl 8 '37; Nat Underw 41:3+ Jl 8 '37; Spectator (Property ed) 3:10-13+ Jl 15 '37; Weekly Underw 137:9-10+ Jl 3 '37

New Hampshire association of insurance agents annual meeting, Manchester. Nat Underw 41:3+ O 28 '37

New Jersey association of underwriters annual convention, 44th, Asbury Park, Sept. 16-17. East Underw 38:25-6+ S 24 '37; Ins Field (Fire ed) 66:7-8+ S 23 '37; Nat Underw 41:5+ S 23 '37; Weekly Underw 137:639-40 S 25 '37

New York state association of local agents annual convention, Syracuse. East Underw 38:21-2+ My 28 '37; Ins Field (Fire ed) 66:9-10+ My 27 '37; Nat Underw 41:1+, 6+ My 27 '37; Weekly Underw 136:1228-30 My 29 '37

North Carolina association of insurance agents annual meeting, Pinehurst. Ins Field (Fire ed) 66:7-8+ My 20 '37; Nat Underw 41:3+ My 20 '37

Official view of company-agency relations. E. S. Joseph. Weekly Underw 137:577+ S 18 '37

Ohio association of insurance agents annual convention, Toledo. Ins Field (Fire ed) 66:7-8+ O 28 '37; Nat Underw 41:19+ O 28 '37

Oklahoma association of insurors annual convention, Oklahoma City, Oct. 18-19. Ins Field (Fire ed) 66:16 O 21 '37; Nat Underw 41:20+ O 21 '37

Oregon state agents' association annual convention, Medford, Aug. 5-6. Ins Field (Fire ed) 66:7-8+ Ag 12 '37; Nat Underw 41:5+ Ag 12 '37

Pennsylvania association of insurance agents annual convention, Bedford, Pa. Sept. 15-17. East Underw 38:30 S 24 '37; Ins Field (Fire ed) 66:7+ S 23 '37; Nat Underw 41:5+ S 23 '37

Personal selling. W. L. G. Johnson. Ins Field (Fire ed) 66:10 O 28; 8 N 4; 8 N 11 '37 (to be cont)

Plans of new organization; Service men's protective association. C. C. Hewitt. Nat Underw 41:10 N 4 '37

Power of knowledge; collective bargaining will preserve agents' rights. W. H. Bennett. Ins Field (Dallas Conv Daily ed) 66:7-8+ O 6 '37; Same. East Underw Extra ed 38:5+ O 9 '37; Excerpts. Nat Underw 41:5 O 7 '37; Weekly Underw 137:747+ O 9 '37

Practical ideas for overcoming mutual competition. R. F. Moore. East Underw 38:35 O 22 '37

Public speaking is a good business investment. R. E. Baker. Nat Underw 41:31 S 9 '37

Relationship between the company and the agent; abstracts. J. C. Blackall. Ins Field (Fire ed) 66:4 Jl 8 '37; Weekly Underw 137:58 Jl 10 '37

Rural agents committee; objectives. R. W. Forshay. Ins Field (Fire ed) 66:4 O 28 '37; Abstract. Nat Underw 41:3 O 28 '37

Rural agents in N.A.I.A. set-up. Ins Field (Dallas Conv Daily ed) 66:7+ O 5 '37; East Underw Extra ed 38:20 O 9 '37

Simplicity is aid in selling. J. E. Powell. Ins Field (Life ed) 66:4+ Je 4 '37; Abstract. Nat Underw 41:24+ My 27 '37

South Carolina association of insurance agents 39th annual convention. Ins Field (Fire ed) 66:7+ My 27 '37

South Dakota fire and casualty insurance agents annual convention, Aberdeen, Nat Underw 40:5+ D 3 '36

Successful modern production methods. R. A. Duffus. Weekly Underw 137:217+ Jl 31 '37

Tennessee association of insurance agents 43d annual convention, Chattanooga, Oct. 14-15. Ins Field (Fire ed) 66:7+ O 21 '37; Nat Underw 41:21+ O 21 '37

Texas association of insurance agents 40th annual meeting. Ins Field (Fire ed) 66:7-8+ Je 3 '37; Nat Underw 41:3+ Je 3 '37

Trends today. C. T. Hubbard. East Underw 38:27 Jl 2 '37; Same. Weekly Underw 137:12-13 Jl 3 '37

Value of getting acquainted; contacting and servicing clients; abstracts. H. P. Dunham. East Underw 38:39 O 1 '37; Weekly Underw 137:637+ S 25 '37

Value of pursuing premiums with camera. C. T. Hubbard. Ins Field (Fire ed) 66:4+ Ja 14 '37

Value of trade associations in protecting the agency system. C. C. Hewitt. Weekly Underw 137:10+ Jl 3 '37; Excerpts. East Underw 38:18+ Jl 9 '37; Abstract. Nat Underw 41:4+ Jl 8 '37

Virginia association of insurance agents 39th annual convention. East Underw 38:24+ Jl 2 '37; Ins Field (Fire ed) 66:7-8 Jl 1 '37; Nat Underw 41:3+ Jl 1 '37

Wake up and sell. W. Peterson. East Underw 38:8 N 5 '37

What prompts statement that agency system is on trial? M. H. Grannatt. Nat Underw 41:1+ Jl 1 '37

What the public expects from every local agent. B. D. Cole. East Underw 38:34+ S 17 '37

Wisconsin association of insurance agents annual convention, Oshkosh, Oct. 20-21. Ins Field (Fire ed) 66:7+ O 28 '37; Nat Underw 41:23-5 O 28 '37

Work control plan for agents outlined. R. E. Brown. East Underw 38:39+ S 17 '37

Year's progress in company-agency relationship. W. O. Wilson. Ins Field (Fire ed) 66:8 Ja 21 '37; Excerpts. East Underw 38:20 Ja 22 '37

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Insurance associations

Insurance brokers

also subdivision Agents under various forms of insurance, e.g. Insurance, Automobile—Agents

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Advertising

Ad suggestions for insurance agents. il Weekly Underw 136:286-8, 1246-8; 137:218-20, 940-2 Ja 30, My 29, Jl 31, O 30 '37

Funny Swede stories in ads help build Nelson's small town agency. East Underw 38:40 Ap 23 '37

Making contacts by air; personal radio program. Ins Field (Life ed) 66:9-10 Je 18 '37

Plan for agents to unite in advertising programs. Ins Field (Dallas Conv Daily ed) 66:10+ O 5 '37

Printed salesmanship in proper form can aid every local agent. W. S. Pearce. East Underw 38:18 Ag 13 '37; Same. Weekly Underw 137:296+ Ag 14 '37

Use of various advertising media. Nat Underw (Life ed) 41:4 Ap 2 '37

Agency management

Chattanooga agency, 62 years old, is managed by a woman. D. Spalding. East Underw 38:31 Mr 26 '37

Efficiency in agency management essential. O. Beling. East Underw 38:1+ Ja 8 '37; Abstract. Nat Underw 40:6 D 17 '36

General agency or branch office? L. S. Morrison. Ins Field (Life ed) 66:4 O 29 '37; Same cond. East Underw 38:19 O 29 '37; Excerpts. Weekly Underw 137:951 O 30 '37

General agents view home office agency department problems. M. L. Williams. Weekly Underw 136:244+ Ja 23 '37

Getting publicity for your agency. O. P. Schnabel. East Underw 38:8 My 14 '37

Mixed agencies. K. H. Bair. Weekly Underw 136:1377+ Je 19 '37; Same cond. East Underw 38:22 Je 25 '37

Planned production. H. C. Conick. Ins Field (Dallas Conv Daily ed) 66:16-17+ O 7 '37; Same cond. East Underw Extra ed 38:15+ O 9 '37; Same cond. Weekly Underw 137:745+ O 9 '37; Abstract. Nat Underw Conv no 41:6 O 8 '37

Questions prepared for use of solicitors. W. E. Harrington. Nat Underw 41:39 O 28 '37

Recruiting, training, supervision. J. W. Blunt. Nat Underw 41:26 My 27 '37

Rehabilitation of agencies; Eastern underwriters association's field men committees. East Underw 37:52+ D 4 '36

Streamlining our agencies. C. F. Liscomb. Nat Underw 40:25+ N 19 '36; Same abr. East Underw 37:27+ N 20 '36; Same abr. Ins Field (Fire ed) 65:6 N 19 '36; Excerpts. Weekly Underw 135:1252 N 21 '36

Successful agency management. B. D. Cole. Weekly Underw 136:196 Ja 16 '37

Symposium on agency management problems. Nat Underw 41:24+ My 27 '37

Collecting of premiums

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Commissions

Acquisition cost; abstracts. L. H. Pink. East Underw 37:44 N 20 '36; Nat Underw 40:45+ N 19 '36

Agents should have part in fixing commission. V. Cullen. Ins Field (Fire ed) 66:4 S 23 '37; Same. Weekly Underw 137:652+ S 25 '37; Excerpts. East Underw 38:43 S 24 '37

Earning an agent's commission; digest of recent cases. J. L. Roesch. Spectator (Property ed) 3:28-9 O 7 '37

New York commissions control bill faces opposition. East Underw 38:1+ Mr 19; 20 Ap 2 '37; Ins Field (Fire ed) 66:7 Mr 18; 5-6 Ap 1 '37; Nat Underw 41:5+ Mr 18 '37; Weekly Underw 136:764 Ap 3 '37

Rochester excess scale is studied by E.U.A. Nat Underw 41:8+ Ap 22; 4+ Ap 29 '37

To enforce Eastern underwriters association scale in Rochester. East Underw 38:28 My 14 '37

Contracts

Agency contract; reply to L. E. Falls. W. H. Bennett. Ins Field (Fire ed) 66:17-18 S 23 '37

Agreement reached on interpretation of new agency contract. W. H. Bennett. Ins Field (Fire ed) 66:5 O 21 '37; Same. Weekly Underw 137:876+ O 23 '37

Events leading to agreement on new fire contract. W. H. Bennett. East Underw 38:21+ N 5 '37

New agency agreement unfair. W. H. Bennett. Ins Field (Fire ed) 66:5-6 Ag 5 '37; Excerpts. East Underw 38:14 Ag 6 '37; Nat Underw 41:3+ Ag 5 '37

New fire agreement now satisfactory to companies and agents; establishes local agents as independent contractors. East Underw 38:1+ O 22 '37; Nat Underw 41:3+ O 21 '37

New light on agreement on agency contract. W. H. Bennett. Ins Field (Fire ed) 66:6 O 28 '37; Same. East Underw 38:26 O 29 '37; Same. Weekly Underw 137:924+ O 30 '37; Same cond. Nat Underw 41:4 O 28 '37

Ohio association's trustees criticize the agency contract. Ins Field (Fire ed) 66:5-6 N 4 '37; Nat Underw 41:3+ N 4 '37

Reply to Bennett's comments on revision of local agency contract. L. E. Falls. Ins Field (Fire ed) 66:4+ Ag 12 '37; Same. East Underw 38:25+ Ag 13 '37; Excerpts. Nat Underw 41:3+ Ag 12 '37

Social security problems; America Fore contract is satisfactory. E. S. Brashears. Weekly Underw 137:812-13+ O 16 '37; Excerpts. East Underw 38:26+ O 15 '37

To review agent's status under Massachusetts Mutual's contract. Nat Underw (Life ed) 41:3+ O 29 '37

Costs

Agency operates on budget. Nat Underw 41:30 Mr 4 '37

Expense exhibit of stock fire and marine insurance companies; a tabulation of acquisition and other costs on the earned and incurred basis. Spectator (Property ed) 2:10-13+ N 19 '36

Finding means of reducing agency costs. L. S. Morrison. Weekly Underw 135:1208+ N 14 '36

Method of determining how profitable an agency's production is. A. J. McAndless and C. F. Cross. East Underw 38:20-1 O 15 '37

Law

Agent owns expirations providing he meets obligations. S. M. Hollander. East Underw 38:27-8 S 3 '37; Same abr. Nat Underw 41:3 S 2 '37

Agents are independent contractors. Spectator (Property ed) 3:8 Jl 15 '37

Agents are not employes under Social security act but tax reserves should be maintained; abstracts. W. H. Bennett. East Underw 37:1+ N 27 '36; Ins Field (Fire ed) 65:4 N 26 '36; Nat Underw 40:3+ N 26 '36

Agents of Kansas City Life are not employees; ruling. Nat Underw (Life ed) 41:1+ Ag 13 '37

Agents' qualification law in Michigan is department problem. Ins Field (Fire ed) 66:7-8 Jl 15 '37

Agent's qualification measure is passed in Washington state. Ins Field (Fire ed) 66:5 Mr 11 '37

America Fore agents held not employes under Social security. East Underw 38:23 Jl 9 '37; Ins Field (Fire ed) 66:5 Jl 8 '37; Nat Underw 41:5 Jl 8 '37

Analysis of Illinois licenses, by type of licensee. Nat Underw 41:4 S 23 '37

Attacks on Georgia license law reviewed. W. H. Bennett. East Underw 38:31 Jl 2 '37

California license ruling affects special agents, company managers and employees who countersign policies. Weekly Underw 136:6 Ja 2 '37

Colorado agents may not place business with Lloyds, a non-admitted company. Nat Underw 40:29+ D 3 '36

Connecticut qualification law. F. W. Brodie. East Underw Extra ed 38:22 O 9 '37; Same. Ins Field (Dallas Conv Daily ed) 66:16-17 O 6 '37; Excerpts. Weekly Underw 137:750 O 9 '37

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Exemption ruling on social security by U. S. Revenue bureau. Nat Underw (Life ed) 41:1+ Mr 19 '37

How producers may be classified under Social security law. W. H. Bennett. East Underw 38:29 Ja 8 '37; Same. Ins Field (Fire ed) 66:5 Ja 7 '37; Same. Weekly Underw 136:128+ Ja 9 '37; Abstract. Nat Underw 41:29-30 Ja 7 '37

Indiana law would stop agency clearance in the state. Ins Field (Fire ed) 66:6 Mr 11 '37; Nat Underw 41:4+ Mr 11 '37

Internal revenue bureau says agents are employes. Nat Underw (Life ed) 41:1+ Ja 22 '37; East Underw 38:1+ Ja 22 '37; Ins Field (Life ed) 66:7 Ja 22 '37; Weekly Underw 136:243 Ja 23 '37

Many life men see business coming under Social security pension law. Nat Underw (Life ed) 41:3+ My 28 '37

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Effective use of window displays. R. E. Brown, jr. East Underw 37:37 D 18 '36; Same cond. Weekly Underw 135:1358 D 5 '36

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British view of qualifications of producers and home office employes. W. A. Hurst. East Underw 38:28 Ap 30 '37

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Gas and oil engines—Fuel
Gasoline
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Platinum
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Sheet metal
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Solder and soldering
Solutions, Solid
Steel
Stellite
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Tantalum
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Drinking water systems
Heating
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Pipe fitting
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Pipes
Plumbing fixtures
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Plumbing trade
Sanitary engineering
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Journalism
Newspapers
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Hydraulic presses
Printing presses

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Compressibility
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Piezoelectricity
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Ammonia compressors

Boilers

Caissons

Compressors

Digesters (paper making)

Dust collectors

Evaporators

Gas holders

Kiers

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Sales, Special

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also subdivision Safety devices and measures or Safety measures under special subjects, e.g.

Automobiles
Aviation
Blasting
Building
Chemical plants
Chlorine
Coal mines and mining
Electric equipment
Electric utilities
Electricity in mining
Engineering
Gas appliances
Gymnasiums
Handling of materials
Machinery
Mining engineering
Motor trucks, Industrial
Newspaper offices
Petroleum refineries
Presses
Public works
Railroads
Roads
Sheet metal handling
Steel works
Street railroads

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SALES policies—See also—*Continued*
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Smoke prevention
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Sanitary engineering
School hygiene
School sanitation
Sewage disposal
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Furniture, Steel
Pipes
Press tools
Presses
Punching
Rolling (metal work)
Rolling mills
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Ammonia
Benzene
Butyl alcohol
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Cleaning compositions
Commercial solvents corporation
Glycol
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Methanol
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Noise
Soundproofing
Vibration

Absorption

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See also

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Drug stores
Electric shops (retail trade)
Florists' shops
Food stores
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Engineering laboratories
Hardness
Laboratories
Magnetic testing
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Strains and stresses
Strength of materials
Testing machines
Textile testing

also subdivision Testing under various subjects, e.g.
Automobile engines
Cast iron
Cement
Coal
Corrosion and anticorrosives
Hardness
Insulation (electric)
Metals
Paper
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Covering fabrics
Crepe
Dry goods
Elastic fabrics
Felt
Fireproofing of textiles
Knit goods
Lace fabrics
Laundry
Linen
Mildew
Mohair
Oilcloth
Palm Beach cloth
Pile fabrics
Plush
Pyroxylin coated fabrics
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Rubberized fabrics
Rugs
Silk
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TRACK brakes. See Car retarders

TRACKLESS trolleys. See Trolley buses

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Arbitration, Industrial
Collective bargaining

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See also

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Chemical societies
Electric associations
Export associations
Gas associations
Insurance associations
Paper associations
Trade marks, Association
Trade unions

also names of associations, e.g.

American paper and pulp association
American petroleum institute
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